

Consolidated Portrait & Frame Company

"The Company that helps Agents"

*1029-31-33-35 Adams St.
Chicago*

THE NATIONAL BANK OF THE REPUBLIC

Capital \$2,000,000 Surplus \$700,000

JOHN A. LYNCH, PRESIDENT
W. E. FENTON, VICE-PRESIDENT
S. E. CARLSON, CASHIER
E. M. MCKINNEY, ASSISTANT CASHIER
G. L. CRAMPTON, ASSISTANT CASHIER
THOS. JAMES, AUDITOR

CHICAGO, March 11, 1910

To Whom It May Concern:

We take pleasure in saying on behalf of the Consolidated Portrait & Frame Company of this city, that we have had very pleasant business relations with the concern for the past nine years.

The Company has carried a satisfactory balance with this Bank, and has always been prompt in meeting its engagements, and we are very glad to say that the Company and its officers enjoy our full confidence.

Yours very truly

W. E. Fenton
Vice-President.

OUR RELIABILITY.

We take pleasure in referring you to the **National Bank of the Republic**, Chicago, as to our reliability. We do business with this Bank and have for years. In asking about us send 2c. stamp for reply.

Also refer to A. H. Vilas Co., 325 W. Lake St., Chicago, and to Pittsburgh Plate Glass Co., 441 Wabash Ave., Chicago, Ill.

In addition, you can write to any wholesale house, Express or Freight Company, and to all commercial agencies.

Ask your Banker to look up our standing. The "Search Light" will reveal nothing but good traits.

July 9, 1903.

To Whom It May Concern:

We wish to state that the Consolidated Portrait & Frame Company, 278-280 W. Madison St., Chicago, Ill., have been buying from us for a number of years, and their account has been entirely satisfactory in every respect. We have found them a very reliable firm to deal with. Yours truly,
A. M. V. M. B. A. H. VILAS CO.

Chicago, Ill., July 23, —03.

To Whom It May Concern:

I have been acquainted with the Consolidated Portrait & Frame Company for several years and with the gentlemen personally who manage it. They are men of honor, integrity and ability and I am complimented in being permitted to join others in this testimony. My business relations with them have inspired me with highest confidence in them, and their success testifies to their high grade management.

OLIVER M. BABCOCK,
Independent Counsellor in Real Estate, Enterprise and Investment.
460 Randolph St., Chicago,
and
1025 Arch St., Philadelphia, Pa.

To Whom It May Concern:

It gives us a great deal of pleasure in recommending the Consolidated Portrait & Frame Company to any one contemplating the purchase of anything this Company handles.

We have been doing business with them a number of years, and their straightforward and honest dealings have won for them a reputation we are proud to endorse.

The Company comprises gentlemen of capability, honesty and integrity, and we only voice the opinion of many others in saying that any business placed in their charge will receive the very best attention in detail.

Yours sincerely,

PITTSBURGH PLATE GLASS CO.
By W. G. Kimball, Local Manager

CONSOLIDATED PORTRAIT & FRAME COMPANY

1029-31-33-35 WEST ADAMS STREET & CHICAGO

TO OUR FRIENDS AND THE PUBLIC

This is our ANNUAL CATALOGUE No. 25, in which is listed only clean, honest goods, that sell all the time, everywhere, at a profit to the Agent.

This book is free from "sledge-hammer" promises, impossible to carry out; it is full of common "horse sense." There is not a statement in it that cannot be substantiated by more than ten thousand happy, prosperous agents scattered throughout all this "broad land"; there is not a promise made that is not backed by "cold cash" and a reputation of seventeen long, successful years in the picture business; therefore, in submitting this catalogue we feel entitled to a portion of your trade, and bind ourselves to execute any and all orders in an efficient and businesslike manner.

Sincerely yours,

CONSOLIDATED PORTRAIT & FRAME CO.

"The Company that Helps Agents."

SELF DEFENSE

We blush with shame when we are forced to admit that there are unscrupulous venders in the picture business. We do not claim to be a gigantic sponge that has absorbed all honesty and originality in our line, but do claim to be fully competent to run our institution without stealing from those engaged in the same line.

We caution our patrons to accept no compromise, but to buy from the mother company. Our cuts, designs and language have been and are being copied by every "Jim Crow" concern whose office is in his hat and whose responsibility is no greater than that of a Comanche Indian. The difference between the quality of our goods and that of the fellow who prints his name on our matter and makes use of our cuts without permission, is the difference between the original and a counterfeit.

"Horse sense" would give the Consolidated Portrait & Frame Co. the preference.

REFERENCES

We point with pardonable pride to the fac simile letter from the National Bank of the Republic, with which we have done business for more than ten years. In addition, we refer all interested to Dun's and Bradstreet's Commercial Agencies, whose offices are located in all the principal towns in the United States. Last, but not least, to all the wholesale houses in Chicago; to all the express companies, and to more than ten thousand agents, happy and prosperous, found in almost every county in the Union.



FRED. MICHEL
SHIPPING CLERK



FRANK ARTS
FOREMAN SHEET
PICTURE
DEPT.



OTIS JORDAN
ASST. SUPT. OF
ARTISTS



EMMET STAHL
ASSISTANT SHIPPING
CLERK



DAN. F. ORANGE
PRESIDENT.



GEO. H. GROUNDS
SEC. AND TREAS.



JOHN T. CLAYTON
HEAD BOOK KEEPER



J. MART BROWN
CORRESPONDING SECY.



ALBERT P. HUNT
SUPT. OF ARTISTS



BUILDING OCCUPIED BY THE
CONSOLIDATED PORTRAIT & FRAME COMPANY
"THE COMPANY THAT HELPS AGENTS"

This cut shows the building occupied by Consolidated Portrait & Frame Company, located at 1029-31-33-35 West Adams Street, near Morgan. The building is three stories and basement, 81½ feet wide by 125 feet long, stands upon a lot 81½ feet by 190 feet, thus giving a large shipping yard in the rear. The building was planned by us and was built to fit the "Consolidated." Each floor contains 10,125 square feet of space, or, counting the four floors, make nearly one acre under roof.

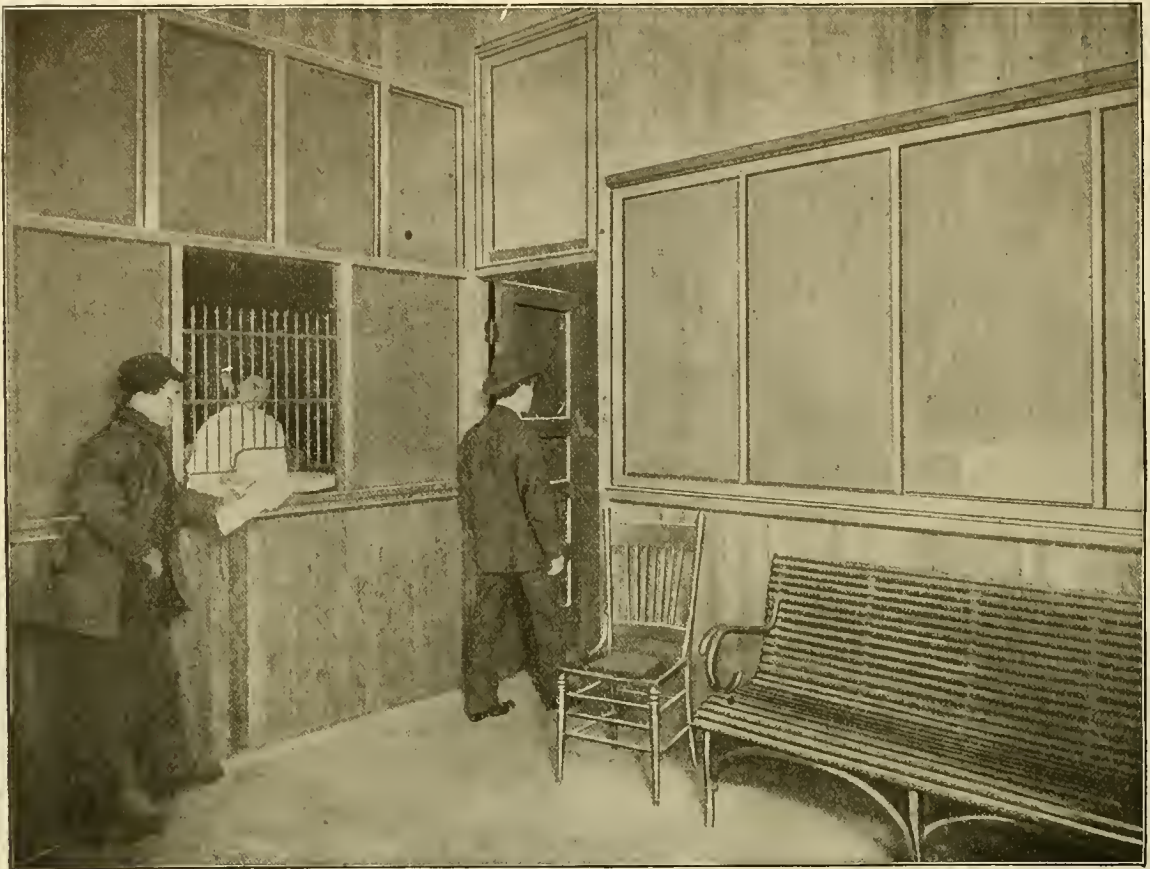
The material is brick and Georgia Pine and is known as a mill constructed building, which is slow combustion in the event of fire. Every inch of space in this building was planned for a particular purpose and renders it the most convenient and most economically operated portrait building in the world. The courts on the sides admit light, and the building facing the street, running through to an alley, gives ample light to the ends, therefore there is not a dark spot in this great building, an important factor in our line of business.

The building is equipped with all modern appliances, electric elevator, electric motors for operating the box-making machinery, air pump or air compressor, has electric and gas light, steam heated throughout and has every

convenience that would facilitate the handling of our business, two mammoth fireproof vaults, 10x12x12 feet, in which are kept pictures until entered, and all documents, books, etc.

The location of this building is such that we are convenient to all or nearly all the freight offices; the express companies have their wagons call at our door almost hourly, delivering packages from all parts of the United States.

HOW TO REACH US FROM DOWNTOWN OR FROM THE PRINCIPAL PASSENGER STATIONS—We are located on West Adams Street. The electric cars on West Adams Street reach the heart of the city going to State and Adams Streets, and pass our door going west. The electric cars on West Madison Street come within two short blocks of our place. The Metropolitan and Lake Street elevated trains come within a few blocks of our building. The electric cars on Harrison and Van Buren streets are only a few blocks away, therefore, when in Chicago it would be easy to reach us by any of the ways named. Merely tell the conductor that you want to get off at the "Consolidated."



View of entrance to Main and Private Offices, also Cashier's and Waiting Room.



General view of the Most Complete Studio of its kind in the world--the studio having the Telescoping Iron Easel giving all the angles and any desired height, making it easy to turn out High Grade Work; seating capacity 150.



View of Main Office, showing Accounting and Mailing Departments.



View of Main Office, showing Correspondence and Order-entering Departments.



Portrait Checking Department, where lots are made ready for shipment.



Checking and Inspection Department where each and every portrait is inspected before leaving the house.
Likeness compared and errors detected.



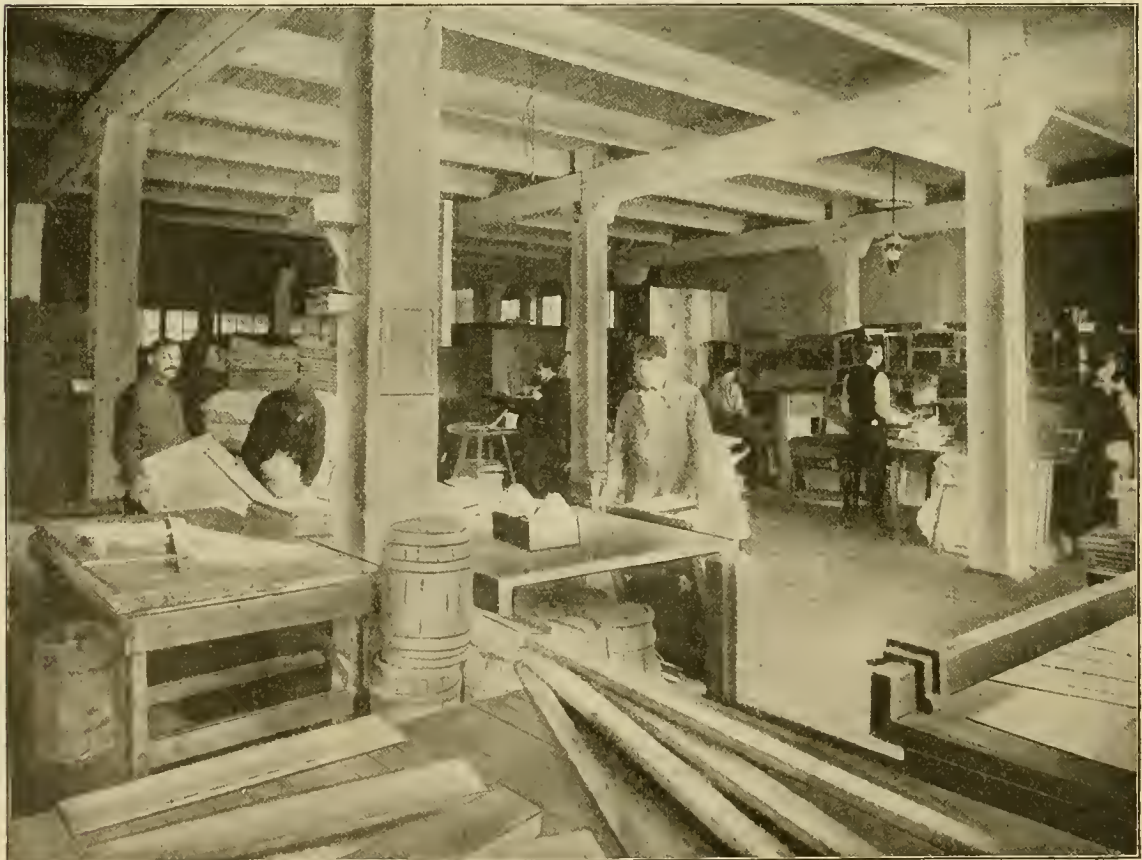
Section of Sheet Picture Department, where over 800 kinds in all sizes are kept.



Moulding Department, where "odd sizes" are made; also medallion frames fitted ready for shipment.



View of Shipping Room, showing box-making and packing.



View of Shipping Room, showing Picture Fitting Department.



View of Principal Stock Room, looking north. Over 40,000 complete frames, January 1st. One man said: "An acre of picture frames."



View of Stock Room, looking south.

A Page of "Evidence." "The People's Verdict is Final."



Gentlemen—I have been doing business with Consolidated Co. for 8 or 9 years. It is the best copying company I know of. Its goods all come up all right in due time and the company is as reliable as any in the U. S. I have delivered in the last 12 months 4 or 5 thousand dollars worth of pictures and have not lost more than 40 or 50. They do the best work for the amount of money of any copying company I know of and I have several catalogues from different companies.

Respectfully, W. M. LANE, Agt.,
Consolidated Portrait & Frame Co.
Tennessee.

Gentlemen—I have been handling the Consolidated Portrait & Frame Company's goods for the past five years and during that time I have been quite successful, therefore I can cheerfully recommend them to any one who is in the same business.

I always found them to be quite honest in all their dealings; also prompt and faithful.

Yours truly,
J. C. NEWCOMER.
Pennsylvania.

Gentlemen—I have been agent for the Consolidated Portrait & Frame Co. for about 4 years. I find them to be O. K. for all their contracts and to produce the best and finest portraits for the price of any house in the country. I do not hesitate to recommend them to any one.

Very respectfully yours,
J. H. BERRY.
Mississippi and Florida.



Gentlemen—The Consolidated Portrait & Frame Co. is, in our estimation, a perfectly reliable house, as their portraits are fine works of art, their frames good profit, able sellers, and they are very prompt in filling orders as we've had over a year's experience with the company and they have given us entire satisfaction.

Very respectfully,
H. G. & W. R. McKINNEY.
Missouri.

Gentlemen—In reply to yours of recent date will say that we are very glad to be of any service to you, as you have treated us in a courteous and business like way.

In my four years' experience I find that you people surpass all others that I have had dealings with, in fulfilling your catalogue promises. Your frames are well made, neat, showy, up-to-date, sell for a handsome price and please the trade.

West Virginia.

Respectfully yours,
O. W. SWIGER.

Gentlemen—My order of 160 pictures, which I received a short time ago, have just finished delivering the same, and wish to say that they were, as heretofore, fully up to my expectations and greatly pleased my customers. I find no trouble in delivering your work, as it surpasses anything I have to come in competition with, and if your dealing and work proves as satisfactory in the future as in the past, you will find me a steady customer.

Wisconsin.

Yours very truly,
T. H. WARREN



Gentlemen—I am pleased to say on behalf of the Consolidated that I have bought portraits and frames of the firm for the past six years and can say for the good quality of the work that they have given me, combined with my own efforts, that it has made the way possible by which I have made a very pleasant living, and have pleasantly supported a family of ten by working home territory.

For year 1905 my rejected pictures, for any and all causes, have been less than seven per cent, or less than seven out of one hundred, which I consider a very small amount. As for quality of work and prompt shipments, I have found within the Consolidated good service. I have had very pleasant business relations with the firm for the past six years.

Ohio.

Yours truly,

G. JOURNELL.

Gentlemen—I started as agent for your goods two years ago. The first year I cleared above my entire expenses \$500.00, and last year, notwithstanding the sickness, loss of time and of doctor bills which I had in my family, I cleared \$1,020.00 above my entire expenses (which would be \$85.00 per month). Now I have set out in the beginning of this year to try and handle twice the amount of goods that I did last year, and see if I can't clear twice as much money. At any rate, I must clear \$1,800.00 this year.

I do not know of any agency business that pays as well and offers quicker promotions than the portrait business, and of all the portrait companies which I have tried, the old and reliable "Consolidated" excels them all. Hence it is a pleasure to me to recommend this concern to any worthy person seeking profitable employment.

Florida.

Very truly yours,

M. J. GRAY.

A Page of "Evidence"—The People's Verdict is Final

COST \$72.85, SOLD FOR \$318.40



Consolidated Portrait & Frame Co., Chicago, Ill.
Gentlemen—In your favor, am glad to say that my three months' business with you has been profitable beyond my expectations. My first lot from you cost \$72.85 and delivered for \$318.40. (panicky times). It's a pleasant business. Such good goods surprise and make people happy.
Sincerely yours,
H. P. WATKINS.

Kansas.

NET PROFIT AVERAGES \$50.00 PER WEEK.



Consolidated Portrait & Frame Co., Chicago, Ill.
Gentlemen—As time goes on and I continue to have such finely finished portraits in each and every shipment from the Consolidated Portrait & Frame Company, I am prompted to express in liberal terms my pleasure in handling Consolidated Portrait & Frame Company's goods, as well as my appreciation of their assistance and ever willingness to right any error which might arise at any time from any cause.
Having been in the portrait business for the past eleven years, associating myself with all the large portrait house in the East and West, knowing of their methods of doing business and opportunities afforded men employed, I would like to say any person desirous of very agreeable employment will experience a lost opportunity by not becoming a patron of the liberal Consolidated Portrait & Frame Company, after reading one of their catalogues.
My average net profit will exceed \$50.00 a week and any capable operator with two or three solicitors can easily clear above all expenses the same amount, after familiarizing themselves with the most successful methods of selling goods. In comparison with any other work, I can say without exaggeration to the inexperienced that the

portrait business is the most self-educating, profitable and pleasant business that one could follow, with opportunities unlimited.

To those already your patrons, you cannot praise too highly grades Nos. 9 and 12, which bring greater profits to yourself and double pleasure to customers. A word to the wise is sufficient.

Very truly yours,
L. J. O'BRIEN.

Massachusetts.

GOOD MONEY IN PORTRAIT BUSINESS.



I have been in the "Independent Portrait and Art" Business for several years and have bought a great many dollars' worth of goods from the "Consolidated." I have found that your goods are always equal to the catalogue representation. My experience has been that any promise the Consolidated makes can be relied upon. There is good money in the portrait and art business for the man who handles high grade goods and hustles.
Very truly yours,

F. T. FLINDERS.

Utah.

CLEAR \$125 PER MONTH.



Consolidated Portrait & Frame Co., Chicago, Ill.
Gentlemen—In reply to yours of recent date, I can say that our business relation has been in the past very pleasant and I have found it a very profitable one. I have been in your employ 15 months. As to the amount earned, I could not give you an accurate account, as I have goods ordered up to October, but up to the time I was with you for a year I would be safe in saying I earned in the neighborhood of \$1,500. I expect to do a little better this year.

Yours respectfully,
P. P. SESSIONS.

CLEARED \$800; WILL DO BETTER.



Consolidated Portrait & Frame Co., Chicago, Ill.
Gentlemen—I have been an agent for the Consolidated Portrait & Frame Company for three years. Last year I cleared \$800 above my entire expenses. This year I hope to do fully as well. I find the business very pleasant and profitable. I don't know of any agency business that pays as well as the portrait business. Of all the portrait companies' portraits I have seen, The Consolidated excels them all. I have always found the Consolidated Portrait Company honest and reliable in all business transactions. It is a pleasure to me to recommend this company to any energetic person seeking profitable employment.

Respectfully yours,
J. FRED LIGHTSEY.

Georgia.

SUPPORTS MOTHER AND SIX CHILDREN AND PAID OFF \$300 DEBT.



Consolidated Portrait & Frame Co., Chicago, Ill.
Gentlemen—I have been working for the Consolidated Portrait & Frame Company for the past six months and find them very prompt in their shipments. I have made some good money, though I haven't had a fair test yet to say just what I could do. I have a mother and six children to support, and I have paid three hundred (\$300.00) that I owed and supported the family. I expect to make some money in the future, even at the same rate I have been handling your goods. Will say that any poor boy wishing to get in some business that he can make money at, should not look for any better place than the Consolidated Portrait & Frame Company.

Very truly,
J. F. WILLIAMS.

Alabama.

A Page of "Evidence." "The People's Verdict is Final."



Gentlemen—In my four years' experience I find that you people surpass all others that I have had dealings with, in fulfilling your catalogue promises. Your frames are well made, neat, showy, up-to-date, sell for a handsome price and please the trade.

Respectfully yours,

West Virginia.

O. F. SWIGER.

Gentlemen—I think the Consolidated Portrait & Frame Co. of Chicago, one of the best firms of its kind in the U. S. A. I certainly should know of what I speak, having worked for several other firms. I have had business transactions with the "Consolidated" several years, have ever found them prompt, reliable and trustful. In my opinion there is none that can or will give finer terms to customers than the Consolidated Portrait & Frame Company of Chicago, Ill. Respectfully,

Texas.

R. F. PRESLEY.

Gentlemen—I take this method of expressing my appreciation of the Consolidated's way of doing business. I find them thoroughly responsible in every particular with honest goods at very reasonable prices, and always ready to grant any favor in the bounds of reason. This testimonial based on four years' actual dealing with them.

Very truly yours,

Louisiana.

W. C. SHORT.



Gentlemen—I have done business exclusively with the Consolidated people for two years and will say that my business relations with them have been pleasant. Our business records have tallied to a penny and when it comes to those essentials which go to make up a portrait of high order, I consider the "Consolidated" far ahead.

Yours truly,

S. R. BERRYHILL.

Tennessee.

Gentlemen—This being the beginning of my third years' business with you and our business relations having been pleasant thus far, I deem it a pleasure and privilege afforded me to write you a letter in which I hope to express my opinion briefly as to what I think of you and your manner of doing business. I have met with quite a number of picture men in my travels but have found no pictures made by others that I would turn down the goods turned out for me by the Consolidated for. I must also state that your manner of doing business is unsurpassed so far as I have been able to discern by carefully examining other methods that were offered me from time to time by other picture houses, and my experience with you has taught me that the manner in which business is handled by you will meet the approval of any wishing to properly prosecute the picture business.

Further, I wish to state that I have found the "Consolidated" to be perfectly responsible for all obligations and to carry out just what they claim to do in catalogues sent me by them.

Wishing you a profitable year in your new quarters, I beg to remain

Yours respectfully,

A. ROSS BLAKELY.

South Carolina.

Gentlemen—In regard to your manner of doing business, would say for good work and honest dealing you are unexcelled and I hope to send you many large orders.

Yours very truly,

J. W. DURHAM.

Minnesota.



Gentlemen—I personally guarantee that every promise made by the Consolidated Portrait & Frame Co. will be faithfully fulfilled. I have had more or less dealings with Consolidated Portrait & Frame Co. for the past years, whom I find honorable and reliable, in every way up-to-date. Any one can rely on what Consolidated Portrait & Frame Co. says. The up-to-date agent backed by a good reliable business house in pictures and frames can reap a harvest of money and that house to me is the Consolidated Portrait & Frame Co.

Sincerely,

Tennessee.

T. D. SMITH.



Gentlemen—I wish to express my most sincere thanks to you for your courteous treatment and prompt service that you have at all times extended me. You are, without doubt, "The house that helps agents" in every sense of the word.

Wishing you a prosperous year, I beg to remain

Yours very truly,

W. J. PRICE.

Oklahoma Territory.

What the Other Fellow Thinks of Us

ALL AGREEMENTS MADE SUBJECT TO STRIKES LOCKOUTS ACCIDENTS OR CONTINGENCIES BEYOND OUR CONTROL

The James Lee Company

FINE ART PICTURES

WHOLESALE ONLY

NEW YORK OFFICE

285 BROADWAY

700 3rd St. West Madison St.

CHICAGO BUILDING

Chicago

December 11, 1908.

Consolidated Portrait & Frame Co.,

230 W. Adams St., Chicago.

Gentlemen:-

We desire to thank you for the very large amount of patronage with which you have favored us during the past year and which we assure you is greatly appreciated by us. It is not alone, the very large volume of goods which you handled but it is also the extremely prompt and satisfactory manner in which you settled your accounts which appeals to us. This enables you to buy goods at a price which will compare favorably with any other house in the trade and I have not the slightest doubt but that your customers who favor you with their orders are as well satisfied with your treatment of them as we are. To this, and the honorable methods which are well known in the conduct of your business, you undoubtedly owe your very great success.

Trusting it may continue and increase in large

measure, we are

Yours very truly,

The James Lee Company
James Lee, Pres

Pittsburgh Plate Glass Company
Glass Mirrors Paints Brushes

W. G. Kimball
Local Manager

442-452 Michigan St.

Chicago Ill.

Dec. 12, 1908.

TO WHOM IT MAY CONCERN:-

It affords us much pleasure in recommending the Consolidated Portrait & Frame Company to anyone who has occasion to purchase anything handled and sold by them. Our business acquaintance extends back for a period of twelve years, during which time we have always found them very reliable and perfectly responsible to fulfill any agreement which they may have occasion to enter into.

Very truly yours,

PITTSBURGH PLATE GLASS COMPANY.
W. G. Kimball, Local Manager.

AAL

Note what business houses in Chicago, Philadelphia and New York think of the Consolidated Portrait & Frame Company—"The Company that Helps Agents."

Some of these houses have sold us goods for seventeen years. See what they say about us.

The National Bank of the Republic has been our bank for twelve years. See its letter. "Both the Company and its officers have our full confidence," says Mr. Fenton, Vice-President.

Our standing is good. We have been before the public long enough to win the fullest confidence of the business community.

Crescent Engraving Company

ENGRAVING-DESIGNING-ILLUSTRATING

341 TO 349 E. CLARK ST. COR. HARRISON

CHICAGO

Chicago, Dec. 21/08.

Consolidated Portrait & Frame Co.,

230 W. Adams St.,

Chicago, Ill.

Gentlemen:-

It affords us much pleasure in stating that you were one of the first customers on our books over seven years ago. Since that time your business with us has increased in such volume that today your account in volume compares favorably with our largest customer.

We have always found it a pleasure in doing business with you as you are always reasonable in your demands and prompt in the payment of your bills.

We hope these same pleasant relations will exist for many years to come. Assuring you of our appreciation at all times and wishing you the compliments of the coming season, we are

Yours very truly,

Crescent Engraving Co.

H. O. Christensen

Secretary.

JOSEPH HOOVER

JOSEPH HOOVER

JOSEPH HOOVER



MAIN OFFICE & FACTORY
450-452 N. 13th St.
PHILADELPHIA PA

NEW YORK OFFICE
265 E. 34th St.
CHICAGO OFFICE
300 W. Lake Street
C. W. Philadelphia, Pa.

Consolidated Portrait & Frame Co.,

230-232-234 W. Adams St.,

Chicago, Ill.

Gentlemen:-

We have been doing business with you for the last ten years and have always found you prompt and reliable. Your bills with us have always been discounted and we regard your account as a very satisfactory one. We have no hesitation in stating that we believe that you will discharge any obligation entered into and can recommend your house to the purchasing public.

We have the pleasure to remain

Most respectfully,

JOSEPH HOOVER & SONS.
Per J. E. Hoover.

Philadelphia Dec. 19/08.

WRITE TO OUR REFERENCES

If you have any doubt, if you do not feel perfectly safe, if there lurks in your mind any fear that the CONSOLIDATED PORTRAIT & FRAME COMPANY will not treat you right, then ask any firm whose letter appears above, what they think of us. Send a stamped envelope when writing.

Our long business life is full of bright and happy spots, for we look back over the route and see now prosperous men and women who started with us penniless only a few years ago.

W. B. Eldridge, of Tennessee, was working in a country hotel for his board, washing dishes, feeding pigs and milking cows. WE STARTED HIM IN THE PICTURE BUSINESS, SHOWED HIM HOW TO MAKE MONEY. He succeeded, made more money than he ever dreamed there was in the world—bought a store, made it win, and finally bought a big live-stock farm, built a fine house, and today, so far as we know, is a gentleman of means and money. This and many others, make the bright spots we refer to.

THERE'S A CHANCE FOR YOU. THERE'S A HOME, A FARM, OR A BANK ACCOUNT WAITING FOR YOU. It's easily within your reach. We will help you get it. We helped thousands of others. We are "THE COMPANY THAT HELPS AGENTS."

GENERAL INSTRUCTIONS

The following rules govern shipments, terms, and all business transactions with us. Read carefully and avoid any misunderstanding. No goods shipped unless the rule relating to that shipment has been complied with. We have numbered these rules for the sake of convenience and ask you to read them well and often.

Freight Shipments

RULE Will be made in our name; or in other words, to

1 Consolidated Portrait & Frame Co. We notify you when goods are shipped and endorse the Bill of Lading to you so that the railroad agent will deliver the goods when it is presented. In calling for freight ask in the name of the Consolidated Portrait & Frame Co. Our reasons for shipping in our name are first: To get better freight rates; second, to insure you against fraud and thieves, who are ever alert to make trouble by claiming to be you or your representative, thus depriving you of your shipment.

Freight C. O. D. Shipments

RULE Will be made as follows: When goods are ordered

2 shipped by freight and are not paid for in full, the bill of lading with draft attached, drawn for the amount of c. o. d. or balance due, will be sent to Bank for collection at the town to which the goods were shipped. If there is no Bank the bill of lading will be sent in a package c. o. d. by express for the balance due. Now bear in mind that you must have bill of lading to get a freight shipment, and it will always be at the bank or express office. Pay out the bill of lading first, and then present it to the freight agent as directed in Rule No. 1. After paying out bill of lading, no other payments except freight charges will have to be paid. The first thing for you to do is to get the bill of lading. When goods are paid for in full bill of lading will be sent direct to you, to the town where the goods were shipped, unless otherwise instructed.

Express and Mail Shipments

RULE Will be sent in your name. Now remember, in asking

3 for mail or express to inquire in your own name. For freight shipments see Rule No. 1.

Bills of Lading

RULE For all freight shipments must be presented to the

4 freight agent before goods will be delivered. No Bill of Lading needed for mail or express shipments.

Our Responsibility Ceases

RULE When goods are delivered in good condition to transportation companies. We get a bill of lading or receipt which shows goods were in good order when delivered. All mail packages or shipments by mail

are sent at owner's risk. We under no circumstances make good packages lost in the mail.

No Charge for Boxing

RULE When the purchase amounts to \$10.00 or more. For

6 amounts less we charge 50 cents, the actual amount it costs us. This rule applies to all shipments requiring the use of boxes and crates. Drayage in all cases free.

Credit to All Honest Agents

RULE We extend a line of credit of \$25.00 to \$1,000 to all

7 honest men and women, allowing 30 days' time on each shipment before payment. If agents stand well at home and can prove that they do, we cheerfully accommodate them for any amount up to \$1,000. This plan allows delivery before payment of goods, and permits any honest man to go into the picture business without capital. (See plan fully explained by Rule 20). A "letter of credit" properly prepared for your signature sent free for the asking. See copy on page 221.

Credit Given All

RULE Who are rated in the commercial agencies, or who

8 furnish Chicago references showing they are entitled to credit. If not rated, see Rules 9 and 20.

Terms to All Not Commercially Rated

RULE Or who do not use letter of credit. All orders

9 amounting to \$10.00 or less must be accompanied by the cash in full; more than \$10.00 and less than \$25.00, half the amount, and goods will be shipped c. o. d. for the balance; \$25.00 and more, one-third cash, and goods will be sent c. o. d. for the balance. No other terms acceptable.

About Remitting

RULE Please remit as follows: First, send postal money

10 order. Second, express money order. Third, New York or Chicago exchange. Fourth, registered letter. If you send money by registered mail, always send bills, and not silver if possible to avoid it. Fifth, don't send personal checks. We have to pay from 10 to 25 cents to get them cashed. We hold all orders until personal checks are cashed, which often requires ten to fifteen days.

Our Portrait Guarantee

RULE 11 Our guarantee covers likeness and workmanship of portraits made in Grades 7, 9, 12, 15, 17, 19, and 20. We do not guarantee portraits made in Grade 4 or Albumens, Bromides, groups of three heads or more, too dim or badly defaced pictures. We do not guarantee or allow credit for portraits made from corpse pictures, nor when radical changes are made, such as removing hats, putting on a coat, changing style of hair, "dressing up the picture," making drapery modern when in original it is old style, or when any changes are made likely to alter the appearance of the portrait.

Refused or rejected portraits, if covered by guarantee, may be returned for credit any time within 90 days.

Entire portrait, unframed, must be returned by express with all charges paid.

Make list of each grade and kind showing lot number and price charged you.

Credit for rejects will not be allowed on shipments already made—neither will they be credited on frame orders.

Portraits returned for re-work must be accompanied by small picture and not be defaced or soiled.

Quality According to Grade

RULE 12 All portraits will be made in the grade ordered.

Circumstances often govern the grade; that is, in some localities a cheap portrait answers all purposes, while in others the best is none too good. The party taking the order can determine this point better than anyone else, because the facts can be had while on the ground. In order to meet these conditions we have several grades, each finished according to the amount of money paid for it. A clothier has suits for \$5.00, \$7.50, \$15.00 and \$30.00. The \$5.00 suit answers one man's purpose, the \$15.00 another, and the \$30.00 still another. In some cases the cheap grade answers, in others the medium, and to satisfy some the best; hence, we supply just what is wanted.

Now remember, all pictures will be made according to grade ordered. If you pay for lean, we give you lean; if you want fat and pay for it, we give you fat, the best for the money. No honest house can sell one dollar's worth for 50 cents. Remember this.

Free Samples

RULE 13 We agree to furnish free samples, and are very glad to do so, for each one sent out means more business.

Now these samples are free, but to protect ourselves against those who would order just because they are free, we are obliged to require a small deposit as an evidence of good faith. When your sales have amounted to ten times the price paid for samples we cheerfully refund the amount, thus making them free, but this does not mean that samples will be given every time sales amount to \$10.00; neither will refunds be made until the \$10.00 is paid for portraits and not frames.

To Those Who Are Commercially Rated

Or who work upon the letter of credit plan (fully

explained by rule 20), samples are furnished without the deposit. All samples so furnished, or after amount deposited has been refunded, remain our property and must be returned after you stop working for us. We send out no cheap, clumsy samples.

Much Care is Given to Samples

And suitable carrying cases, etc. Subjects that make fine portraits are used. We send no samples that are not truly artistic, because the first impression is the lasting one. Yet the samples are a fair representation of our work. So in getting sample outfits from us rest assured that nothing but up-to-date goods go out. Always the newest and best. For the convenience of our customer, we furnish two portrait outfits, each suited to a special purpose.

We Have Original Pictures

Of many noted persons in the United States, which are especially suitable for samples. We, therefore, furnish these subjects when supplying samples. If customers insist on furnishing their own subjects, they may do so, but the regular wholesale price will be charged.

How to Send Small Pictures

RULE 14 The postal officials of Chicago (as they have a perfect right to do under the law) open every package that does not bear letter postage. To save the possible loss or misplacement of pictures by having the package opened at the postoffice, we advise that if the package contains any writing whatever, that you have the postmaster weigh it and put letter postage on it. Unless it is thus stamped, we can not be responsible for loss of your small pictures.

We reproduce below a copy of gummed label which, if pasted onto a package containing small pictures intended for us, entitles you to a rate of 10 cents for 1½ pounds or less. Shipments of this kind go under what is known to the Express Company as "Section D." In order to obtain "Section D" rates the charges must be prepaid. If the package weighs more than 1½ pounds there will be an additional charge of 8 cents per pound or one cent for every two ounces. Do not fail to send small pictures by express and insist upon the express agent receiving them at "Section D" rates.

(Copy of the Label.)

Express prepaid.....
From.....
Town..... State.....

For
Consolidated Portrait & Frame Co.
1029-31-33-35 W. Adams St., Chicago

This package contains PHOTOGRAPHS. Shipped under "Section D" express rules, viz:
"The following articles may be carried at ten cents for each 1½ lbs. or less, and for single packages exceeding 1½ lbs. one cent for each additional two ounces or fraction thereof, unless the graduated charge is less. These rates will not apply to any article named in the following list, if such article is framed or mounted on anything but paper or cloth."
Photographs (not framed), etc.

Honest Agents

We do not knowingly ship goods to dishonest agents; we don't want their trade. Some agents claim to represent us who have no right to do so, knowing our reputation will help sell goods. We will thank you to report to us any one who is using our name without a right to do so.

About Writing Up Small Pictures

RULE Experienced picture men as a rule need no instructions to guide them in preparing small pictures for the house. Still much confusion often arises on account of originals being incorrectly prepared, leaving us to guess at what is wanted, etc. New men should observe this rule closely and study the instructions until they are perfectly familiar.

We reproduce here two envelopes filled in, showing how each original should be prepared. Always stick an envelope on to each original, and carefully fill in each space as shown by figures "A" and "B."

"FIGURE A."

DON'T SEAL. Stick envelope to picture. Agent's No. 1.	
Consolidated Portrait & Frame Co. Chicago.	
If from a group, mark the one wanted X	
Kind of Picture? <i>Pastel.</i>	Fill in this side for Water Colors, Pastel or Oil only:
How many copies? <i>Two.</i>	Color of Eyes? <i>Dark Blue.</i>
What size? <i>16 x 20.</i>	Color of Hair? <i>Dark Brown.</i>
As it is?	Complexion? <i>Rosy.</i>
What grade? <i>15.</i>	
Color of Dress, etc. <i>White, with Pink Ribbon.</i>	
Remarks: <i>Make two copies of X only.</i>	
Ordered by <i>Mary Jones,</i> P. O. or Town: <i>Little Rock.</i> Street and No.: <i>14 Pine St.</i>	
What is the Catalogue Number of Frame you want? No. <i>114.</i>	
Do not fill in the blanks below.	
Lot No.	Serial No.
When	
Don't put your name on this envelope.	

"FIGURE B."

DON'T SEAL. Stick envelope to picture. Agent's No. 2.	
Consolidated Portrait & Frame Co. Chicago.	
If from a group, mark the one wanted X	
Kind of Picture? <i>Crayon.</i>	Fill in this side for Water Colors, Pastel or Oil only:
How many copies? <i>One.</i>	Color of Eyes?
What size? <i>16 x 20.</i>	Color of Hair?
Bust?	Complexion?
What grade? <i>9.</i>	
Color of Dress, etc.	
Remarks:	
Ordered by <i>Mrs. L. Brown,</i> P. O. or Town: <i>Austin.</i> Street and No.: <i>1416 Capital Ave.</i>	
What is the Catalogue Number of Frame you want? No. <i>140.</i>	
Do not fill in the blanks below.	
Lot No.	Serial No.
When	
Don't put your name on this envelope.	

How to Write Up Small Pictures

See "figure A." In the first line "kind of picture" always state kind wanted, whether crayon, sepia, pastel or oil. "How many copies," here say how many you wish from that particular picture; if one, two or ten are wanted. If you don't we make one only, as we can not guess at it. "What size." Don't fail to say what size is wanted. It may be 8x10, 14x17 or 25x30. You know. We don't. So be sure to say in all cases. Unless you do, we hold the original until the information can be had, thus delaying the order. "What grade." There are several grades in each kind of work. We can not guess at it; so please always say which grade you want. "Color of eyes." State the color here. Color of hair. Be careful to say what color the hair is. Send sample if you can get it; put into the envelope or paste onto back of small pictures. "Complexion." State whether fair, rosy or dark. "Color of dress etc." If water color, pastel or oil is wanted, state color of drapery here. If crayon, sepia or albumen, this is unnecessary.

"Remarks." If anything special is desired, or if additional instructions are to be given, state it here. If the picture wanted is in a group of two or more, say one of X only, bust; or three of X only, full figure, as the case may be.

"Ordered by." These lines are for your information. The name of party giving the order with street and town should be written in here, but no state.

"What is the catalogue No. of frame you want?" Please state the number of frame here. If none is wanted say "none." The lines below this are for our use. Don't write on them. Leave your name off the envelope. Don't seal it.

"Figure B" shows an envelope prepared for a crayon portrait. There is no difference between "Figure A" and "Figure B" except color of eyes, hair and dress. No colors are shown on crayon, sepia and albumen. See catalogue, page 8. Use our envelopes—all you need furnished free.

Adding to an Order Already in the House

RULE It requires just as much time to make picture one time as another, and every time you send pictures to be added to a lot sent at a previous time, it delays the shipment fully ten days for each addition made. We accommodate our patrons by doing these things, but extra time in all cases must be given in which to make shipments. It's better not to send additional pictures; save them for the next order; if you do send them make allowance for extra time.

Portraits ordered shipped by mail will cost 25c extra for packing for the first one and 5c for each additional.

Small Orders

RULE Are always appreciated and receive the same careful and painstaking attention that large ones do, but it don't pay you to send them. One picture and frame requires a box and costs just as much freight as ten pictures and frames, because transportation companies charge for 100 pounds if the shipment weighs only ten pounds. We charge fifty cents for boxing one picture and frame. Therefore send enough pictures to get the advantage of the freight and box paid for.

Order Blanks

RULE Should accompany each and every order, no matter how small or large. Order blanks are furnished free. Much pains should be taken in filling order blanks. If goods are wanted by freight, say so. If you want the goods by express, don't fail to state it. A shipment containing frames should not go by express, and it is impossible to send it by mail. If the goods are not paid in full, state to what bank you want bill of lading sent; if freight shipment (see Rule No. 2), state how much money you send and when goods are wanted, allowing from 10 to 15 days to get them to you.

Always sign your name, and give railroad town to which goods are to be sent. Also give postoffice to which you wish mail sent. Never fail to sign your name to all letters you write, and to give your postoffice and state. We receive thousands of letters, and can not guess at names.

When ordering portraits and frames, list frames on order blank. We do not take list from envelopes unless you so instruct.

Substitution

RULE In filling orders we shall follow your instructions to the letter, unless in our judgment we shall deem it advisable to substitute so as to ship goods more promptly. In all cases where substitutions are made, we give as good or better value for the money. It frequently happens that a shipment could be made from one to ten days sooner by giving an article which in appearance and quality is just as good, rather than hold the entire order waiting, perhaps, for one frame to be made. If you won't permit us to make these slight changes, say on your order "Don't substitute."

Letter of Credit Plan---Fully Explained

RULE In order to accommodate the many worthy agents, and to show that we are in deep sympathy with all those who are trying to advance in business, we have inaugurated what we term a "thirty days' credit plan," by which it is possible for an honest, straight-forward agent to secure credit for thirty days for all reasonable sums, in order that deliveries may be made before paying for the goods. It is possible under this system to employ sub-agents, for the reason that work can be supplied and a commission received on all sales, which in the course of a year's time would amount to a great many dollars. It is also possible, under this system, to operate a large crew, to employ good canvassers, and to reap the profit derived from their sales.

We have inaugurated this plan for the benefit of honest agents, and find that it works well and is very satisfactory. The old system of shipping goods c. o. d., requiring part of the money in advance, placed an agent with his limited capital at great disadvantage. For instance: If he is making a canvassing tour and has only a small amount of money to begin with, his ready cash is used in expenses; by the time his goods are ready to deliver he has nothing with which to pay his bill. We have known a great many instances where goods were shipped, and where it was utterly impossible for the agent to raise the money with which to pay the c. o. d. As a consequence the goods remained in depot until the time of delivery was past, and when he finally secured the money the goods could not be delivered, and resulted in a total loss. He not only lost the original amount of money invested, but had lost all chance of regaining that money by having delivery delayed so long that the customers would not accept the goods when offered. We simply illustrate this one point to show that, under the plan of buying goods on thirty days' time you have the advantage of ready capital and are in a position to do a large and profitable business without having much money to commence with.

Another important feature of the "thirty days' credit plan" is that you will not be delayed by loss of bills of lading. You have been in the picture business long enough to know that many times the original bill of lading can not be found; that you are forced to remain in a certain town a number of days or weeks, until all possibility of making a successful delivery had passed. It is to overcome these drawbacks of

the picture business that we have inaugurated this well-known system of ours to assist the honest and worthy agent.

In view of all these many advantages, we think it only right and just to require some evidence of good faith on part of our friends, and as such we ask them to sign what we term a "letter of credit." This is filled out by us and will be forwarded for your signature and those of two of your friends who are financially responsible and whom we can accept as security for you. After this has been done, we will ship all the goods you need and allow thirty days' time to pay for them. In having the "letter of credit" signed, be sure to select two people whom you know to be financially responsible, as we always make careful investigation before accepting security given. If possible, give the name of a bank at which the sureties are known, or have the bank sign the "letter of credit." However, if that is not practicable, have two of your friends sign it.

We believe that you will agree that this plan is an "open door" to success. You can readily understand that it is possible to do a large and profitable business if you have a credit with some substantial house, by which it would be possible to have any quantity of goods shipped, so that you collect the money before paying for the goods.

Odd Size Frames

RULE We cut and make to order odd size frames from any moulding shown on pages 100 to 129, but no other. **21** Sample outfit, fully described on page 194, furnished for only \$1.00. You can do a big business in odd sizes with this outfit.

Remittances of Letter of Credit Men

RULE Letter of Credit customers are entitled to 30 days from date of invoice before paying for goods. The object of a Letter of Credit is to enable an agent to do business without capital; to receive goods free of C. O. D.; to have an opportunity to realize something before forced to pay for goods, etc. This accomplished the Letter of Credit has served its mission. Many deliveries are made long before the 30 days have expired. Your plain duty is to remit immediately whether you have had one day or 30, because the object of the Letter of Credit has been realized.

Money owed others is a dangerous thing, for instance many men go wrong because of good intentions. The delivery has been made; the bill is not due; 10 or 15 days remain in which to pay; misfortune overtakes the agent or his family; temptation to drink, to gamble, to speculate presents itself; the money justly due the house is lost, spent or stolen; the bill is now due; no money to meet it, what is the outcome? Your good friends, who trusted you are forced to make good the amount squandered in a questionable indulgence.

Pay the moment you get the money, then you are safe.

Important Notice to Beginners

Almost every mail brings us letters asking one or more of the following questions. We like to get letters from our customers, but can save time and postage for you as well as for ourselves by giving a full answer here. It will be well for you to read them over carefully.

Question No. 1. "Do you want Agents?"

Answer. Yes, everywhere. You can clear from **three to five dollars** daily taking orders for our goods.

Question No. 2. "Do you pay a salary and expenses?"

Answer. No, we do not. The nature of the agency business is such that no business house could afford to do so. Besides it pays you better to get all you make, and not be forced to divide with us. Also if you earn a salary for us, you can earn it for yourself and be your **own boss meanwhile**. Misleading advertisements often promise **big salaries**, but generally mean commission. It **pays to work for yourself and not for someone else**.

Question No. 3. "How much commission do you allow for selling your goods?"

Answer. We sell the goods to you at a certain price, and you sell them for what the circumstances will permit. **We do not attempt to regulate your commissions**. No one knows as well as you how much profit should be added to the goods, because you are on the ground and can judge better than we. We suggest that a reasonable profit be charged; that is, an article that cost you \$1.00 should sell for \$2.00 to \$2.50, depending upon the competition. If a portrait and frame cost you \$1.50, a good sale and a reasonable profit would be \$3.98. Still a **half loaf** beats none, and rather than miss a sale, make less profits. Circumstances always regulate the prices.

Question No. 4. "Will you give me 30 days' credit on goods?"

Answer. Yes. Glad to. See Rule 20.

Question No. 5. "Do you want a deposit on each order?"

Answer. Yes, unless you are rated commercially, or give us a "letter of credit." **We do not give you credit on references**. If you have friends who will recommend you, they will sign a "letter of credit" for you. See Rule 20. Goods will not be sent c. o. d. without deposit. See Rule 9.

Question No. 6. "Are your portraits guaranteed to deliver?"

Answer. Yes. See Rule 11.

Question No. 7. "Do you take back frames?"

Answer. No. You can use them on your next order. Order less the second time, making allowances for the ones left over. **Or, better still, always keep sheet pictures on hand and sell them in the frames refused** or left over, to merchants, furniture dealers, or any one who wants them, at reduced prices.

Question No. 8. "Do you furnish free samples?"

Answer. Yes. Fully explained under Rule 13.

Question No. 9. "Will you make samples from my small pictures?"

Answer. No, not free, and yes, if you will pay the regular wholesale price. See Rule 13.

Question No. 10. "Will you give back the price paid for samples?"

Answer. Yes, when your sales for portraits have amounted to ten times the cost of the samples. See Rule 13.

Question No. 11. "How long will it take to fill orders?"

Answer. Generally fifteen days for portraits. If you order other goods two or three days. If you order odd size frames it takes longer.

Question No. 12. "Do you ship frames and pictures together?"

Answer. Yes, if you request it. If portraits and frames are ordered, we clean the glass, fit the portraits into the frames, and ship together.

Question No. 13. "Do you pay express or freight charges on shipments?"

Answer. No. There is nothing gained by so doing. Express and freight rates are no more from your town to Chicago than from Chicago to your town; hence we **do not prepay transportation charges**.

Question No. 14. "How do I know you are reliable?"

Answer. See page 1 of our catalogue, and write to our references. Send stamp for answer. Besides, **we have been in business over fifteen years, and have customers who have been with us the entire time**. We must treat them right; don't you think so? We could not deceive them all the time.

Question No. 15. "If I give 'letter of credit' how do I know but that you will ship goods not ordered?"

Answer. **The letter of credit is not binding for any goods you do not order**. It reads "If 'so and so' orders, goods, etc." If you don't order we could not force you to pay for them. We do not resort to such methods. Unless we can do business in an honest, honorable way, we prefer not to do any. **Our long record speaks for itself**.

Question No. 16. "If I give good references will you ship goods on credit?"

Answer. No. See Rule 7.

Question No. 17. "Do you make odd-size frames?"

Answer. Yes. Any size from all patterns of moulding shown on pages 100 to 129.

Question No. 18. "Do you furnish printed matter free?"

Answer. Yes, such as envelopes, order blanks, etc., but nothing more.

Question No. 19. "Do you charge for boxing?"

Answer. Yes. See Rule 6.

Enlarged Portrait Department, or Department of Finished Pictures

We wish to call special attention to this department. It is one of the vital departments of a well regulated portrait company and one, we regret to say, that is neglected by a great many concerns calling themselves copying houses. This department is run by competent people and is a credit to us as will be testified to by more than ten thousand happy, prosperous agents who have patronized this house in the past few years. We feel pardoned for emphasizing the fact that we are one of the largest concerns of its kind in existence and that this position has been gained solely and purely by honest, faithful, painstaking dealings.

A portrait company is more than an ordinary business enterprise. It is custodian for thousands upon tens of thousands of valuable pictures, many of which could not be replaced, if lost, and which to the owner are valuable and sacred. That is why we have provided such great facilities, not only for the handling with despatch of enlarged pictures, but the safe-keeping of them. Our checking system is so perfect that it is almost impossible to lose a picture once it is in our possession.

The Kind of Subjects or Originals We Enlarge

We undertake to copy all kinds of small pictures, photographs, tin-types, daguerreotypes, kodak pictures, pictures from groups and in fact, any and all kinds. We do not claim to be able to make a first-class portrait from any original, but if it can not be copied successfully will be returned to the party sending it. We copy and enlarge small pictures to any size desired, from 8x10 up to as large as might be wanted. We can take one picture from a group; we can take any number of small pictures and make them into a group; we can make a bust portrait from a full figure; we can copy the original just as it appears on the card. We can change the drapery, the style of hair or make any alterations desired when it is thought best to do so. It is not wise to make changes for reasons explained in the first part of this book, but we will undertake to do so when ordered.

The Kind of Portraits We Make

We make every portrait known to the art world. Our specialty is Crayons, Sepias, Pastels, Water Colors, French Water Colors, Sepiaoles, Albumens, Bromides, Oils, Pearls, Emeralds and Rubies. We will make any kind of a portrait that is on the market. If our agents find a portrait of any kind bearing a name not enumerated herein and will send one of the enlargements to us, we will make as good or better than the one sent. There are many names given to enlarged pictures which mean nothing to anyone except the company or party making them, therefore, a picture bearing some peculiar name unknown might be a standard portrait.

Grades and Why They are Needed

We show in this catalogue, as you will observe by the following illustrations, five grades of portraits, that is to say, we make five grades in each and every kind of work except the Pearl. The grades are fully described and beautifully illustrated, but a word here as to why it is necessary to have grades might be in keeping with our purpose. We regret to say that the grade question or the grade system has been one in which much fraud

has been practiced upon the unsuspecting public. Grades to a great many portrait companies and especially to those of no responsibility, are merely a pretext or an excuse for selling a cheap article at a high price. Fifteen years of practical experience in this business has taught us that, although frauds have existed in the grade system, it is absolutely necessary, for the well-being and for the successful operation of the canvasser, to have them. We can better illustrate this by saying that all well regulated commercial concerns, in all parts of the world, display goods of different grades at different prices intended to supply the wants of different customers.

A hat may be purchased for the sum of 50c, another for \$1.00, another for \$3.00 and up to \$10.00, or as many dollars as one would care to put in an article of that kind.

A suit of clothes may be had for \$3.00, \$5.00, \$10.00 and \$50.00. A watch may be purchased for \$1.00, \$10.00 or \$100.00 and so on. The cheap article answers the purpose of one purchaser, the medium of a second, but there are many who purchase the best. It is nonsense to think that there is no difference between a hat that costs 50c and one that costs \$5.00. It would be silly to think that a watch that costs \$1.00 would be as good as an Elgin or Waltham that might cost \$25.00. It then follows that a portrait that costs 50c can not be as good as one that costs 75c and would in no sense compare with one that costs \$1.50. It is then plain that if the house is honest, there must be an honest difference between the grades of portraits.

The cheap portraits will answer many purposes and, in fact, are made and sold by the thousands. The country, however, has been "worked overtime," so to speak, with cheap portraits. The cheap picture has been the medium through which the faker has reaped his greatest reward. The agent who expects to build up a thriving business and one that will pay him a profit from time to time should not be taken in by the cheap portrait. He should realize that a standard picture of a medium price will yield him more profit in the end than any other kind.

Department of Inspection

After hearing the experience of hundreds and even thousands of wide-awake, practical picture men and after our own experience in delivering pictures in most every State in the Union, we were convinced that a well regulated portrait company should establish a Department of Inspection. Acting upon this conviction we put into force this department about four years ago and can truthfully say that it has saved this house and our agents thousands upon thousands of dollars besides the great satisfaction given those who were kind enough to favor our agents with an order. We have in the Department a man who delivered pictures a great number of years. He is thoroughly practical in every sense of the word. His sole mission is to see that each and every picture, before it leaves the studio, has been made in accordance with the instructions and that the likeness is sure and absolute. If the portrait does not pass the proper inspection it is turned back to the artist who made it with the defects pointed out and remedied before it leaves our institution. It is plainly apparent to anyone that this system saves annoyances and losses.

Rejected Portraits and the Cause that Makes the Loss

The practical agents know what a great loss it is to have a picture refused. It costs just as much money,

time and trouble to take orders that do not deliver as it does for the one that does. The causes that lead to these losses are many. We can not prevent all losses. That would be a foolish statement.

Losses occur from poor workmanship, the lack of proper inspection, the failure of the artists to follow instructions and the loss of likeness. Many are refused because the party ordering is not prepared to pay for the picture when it is offered for delivery. We might say before closing this paragraph that a great many causes for the non-delivery are due to delayed shipments.

All agree that a delay is more harmful than anything that could possibly happen to an order. The customer, after giving up all hope of receiving the picture or having been disappointed two or three times, spends the money laid aside for the portrait, and when the deliveryman presents it, has nothing with which to pay and naturally and logically finds an excuse why it should not be paid. **So, it follows that it is just as necessary to ship goods on time as it is to make the picture right.** Our records show that we do not delay one order in a hundred. We positively will not delay them, if the fault is ours. We would rather ship goods at a loss to ourselves than to have our friends and customers say they we caused them to lose money by not getting goods to them on time.

Artists and How They are Managed

We employ the best artists that can be found in this city or in any other city. We pay as good or better wages than the average portrait company in the city of Chicago. We are as careful as human beings can possibly be to employ none but the best talent. We realize that the artist's relation to the portrait business is as important as a carpenter's relation to the construction of a building. A poor carpenter does poor work. The same follows with an artist. We keep a list of all artists, investigate their standing and keep a check on the refused pictures made by each. If the losses on rejects credited to that artist exceeds a certain number within a given time, we immediately dismiss him from our service.

In addition to this precaution, **we educate our artists.** Our superintendent is a practical man and he makes it his business to drill them as a teacher would her class, pointing out weaknesses and defects and how they might be avoided. Our artists are also drilled in the importance of clean, honest, intelligent work and are made to realize that **the agent's success is his bread and butter.** If all the agents in the field were to quit the business, it would immediately put out of business all the portrait companies and likewise would make idle every artist in this great city, therefore, **there is a common interest at stake.** We must work hand in glove; the artists must be part of the portrait company's equipment and the portrait company must realize that the agent is its "life blood."

Studio and Its Equipment

Since moving into our new quarters and getting the studio in full operation, we can justly say that we have one of the most complete and most unique studios in the world. In the first place the light is unsurpassed. There are 81½ feet north light. We have equipped the studio with a new kind of easel, our own invention, known as a telescopic, self-adjusting, used by no other concern in America so far as we know. This easel is made so that it may be adjusted to any height or any angle, or any position

without bother or trouble to the operator. By this means we are able to soften the light, making it suitable to the picture in operation. In addition, we have the studio equipped with a high-pressure air compressor, run by an electric motor working automatically. The air pressure which operates the air brushes is held at twenty-five pounds, making it possible for the artist to always produce an even, uniform picture. In addition to the natural light, we have means of lighting artificially, so on cloudy days, or even nights, when the emergency arises, we can go ahead without delay and turn out the orders when promised.

Guaranteed Portraits

As will be observed by reading this catalogue carefully, we guarantee portraits according to Rule 11, on page 14. **We do not guarantee all portraits made,** for no honest house can make a crayon portrait, size 16x20, for 50c and agree to take it back if it is refused. Common sense will show that this would be an utter impossibility from a business standpoint. **We do undertake to guarantee Grades 7, 9, 12, 15, 17 and 19.** All portraits refused on account of lack of likeness or on account of not following instructions may be returned to us according to Rule 11. We wish to caution our many agents and friends against misleading advertisements wherein it is stated that all pictures will be guaranteed regardless of cost. A statement of that kind is so misleading and so false that it should not receive serious consideration from an intelligent agent.

Why Our Portraits Deliver Better than the Average Portrait Company's Production

We do not claim to have monopolized the artist supply. There are many good artists in Chicago not working for the "Consolidated." There are thousands of artists living in other cities that have never heard of us. It will naturally follow that those artists can and do make as good portraits as ours. Where we have the advantage over nearly all engaged in our line is our careful, painstaking way of doing things. **We are practical in the first place, conscientious in the second and have a desire to help those who are trying to help themselves.** We have often made the statement that we are grown-up agents. This is literally true. Every man in our employ has pulled door pells and smelled gunpowder, so to speak, therefore, we are more competent than most people in our line because of our experience and it follows that if we are competent, conscientious and ambitious, that we will do everything in our power to make the picture right and make our agent successful. **We are the "Company that helps the Agents" in its true sense.**

Closing Remarks

We would not have you think after reading the foregoing that there are no honest men engaged in this business except us, or that no other house can make a good picture. Such a statement would be silly, misleading or disgusting to the man of average intelligence. We do wish, however, to impress upon you the fact that our facilities, our long experience, our competent help and our desire to succeed places us in a position where we can do more for you than anyone else. We solicit a trial order, pledging you that we will execute it in a manner entirely satisfactory to yourself.

Description of the Various Kinds of Portraits

Experienced Agents need not be told what the different kinds of portraits are, but a description will greatly aid the beginner. A thorough knowledge of the following will be an invaluable assistance in taking orders, as the purchaser often leaves the choice to the Agent.

What Crayon Portraits Are

Crayon Portraits are black and white. Eyes will be black or dark, drapery black and white; in fact, no colors whatever shown. Crayon Portraits are very beautiful and suitable for all people, yet judgment should be used in taking the order, because some subjects look better in other kind of work. Old people's pictures, whose eyes and hair are dark, make nice crayons. Bust figures are better than others.

What Sepia Portraits Are

Sepia means brown. Hence Sepia Portraits mean brown portraits. The principal difference between Sepia and Crayon is the color. Sepia costs more to produce, owing to the nature of the material. Sepia sauce is obtained from cuttle fish (the manufacture of which is too long to relate here). Sepia portraits are extremely beautiful, being warm in effect and natural appearance. Most all subjects are suitable for Sepia, except, perhaps, full figures and groups. These can be made, but are better in another kind of work. No color of eyes, hair or drapery shown in Sepia.

What Water Color and Pastel Portraits Are

In Water Color and Pastel all colors are shown. Color of eyes, hair and drapery are made just as they existed in the original. For children, young ladies, and, in fact, all people with light or auburn hair, with blue or gray eyes and fair or rosy complexion should be in Water Color or Pastel. Babies' pictures, and all portraits where original colors are desired, should be made in this kind of work.

Our Water Color and Pastel portraits are of the finest quality.

What Oil Portraits Are

When we say Portraits in oil we do not mean the common oleograph painted on tin, such as have been sold all over the country. We have added to our already large list of portraits a genuine oil portrait, such as a few years ago could only be had by the very wealthy. By the continual pressure of the times, all common commodities have been reduced to bed-rock prices. The same pressure that affects common things, if persisted in long enough, will affect those of a higher order. The truth of this is evident when we offer you this, the highest class and finest production of art, at the astonishing figures quoted elsewhere. All oil portraits mounted on stretcher.

What Albumen or Plain Portraits Are

This is the proper portrait to order in small sizes or for groups in large sizes, if the original small picture to be copied is a good one, free from scratches or not too badly faded. Don't order this grade if the original picture is a poor one.

What Bromide Portraits Are

Bromides are a good imitation of crayons, and an exact reproduction of the small picture. All group enlargements where the original is clear and good, should be made into Bromides. No matter how many in the group, the price is the same.

What French Water Color or Pasteline Portraits Are

The above names apply to one kind of portrait which in reality is a tinted crayon with an artistically colored background. We recommend these where a cheap colored portrait is desired.

What Sepianole Portraits Are

One of the most beautiful as well as artistic combination offered to the art-loving public. A combination of Sepia, Pastel and Crayon. The Sepia employed giving the portrait that pleasing, warm effect which is lacking in most other classes of work. The Pastel employed gives this portrait that bright, cheerful effect so much desired, while the Crayon serves to form the shadows and blend the other colors into one grand production of art that is not found elsewhere.

What Oilettes or Enameline Portraits Are

These are imitation oil paintings. Are portraits of any kind, enameled. It is necessary to state whether or not the picture is wanted in colors. If so made it has every appearance of a genuine oil, and the inexperienced eye can detect no difference. No glass is required when framing these portraits. Oilettes crack when rolled, therefore can not be shown in rolls.

What Pearl Portraits Are

The "Pearl" is a blue portrait, just like Sepia is brown or Crayon black and is one of the newest and most lasting portraits made. It is a new portrait; only been on the market a short while. The "Pearl" takes its name from its close resemblance to the pearl or cameo.

It is suitable for all ages and can be shown to the best trade with all confidence. The "Pearl" is made in all blue, that is, the complexion, draperies, etc., will be blue just like a Crayon is black or a Sepia brown. The "Pearl" makes a good, warm picture.

What Miniature Portraits Are

Miniature Portraits mean small or little portraits. The time has come when history repeats itself in the portrait line. We are swinging back, reviving and improving the miniature,—the picture of our forefathers. Hence its popularity.

Miniature are made in Crayon, Sepia and Pastel. What is said of the large size portrait applies to miniatures, except size. Perhaps we may say bust or single picture only, should be made in miniature.

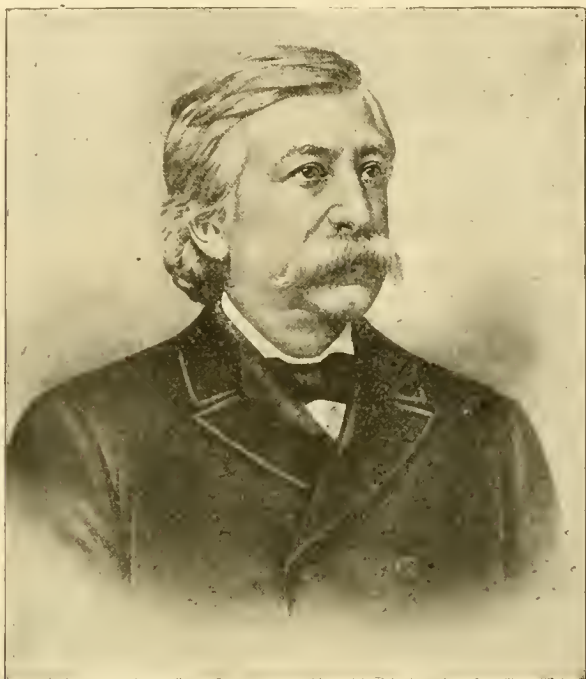
What Convex Portraits Are

Convex or Dome Portraits are portraits made in Crayon, Sepia and Pastel, only on cardboard; never and cannot be on stretcher. Convex or Domed means that the portrait conforms to the contour or shape of the human form.

No other portrait compares with this work where the natural, life expression is desired because the domed or convex effect gives the portrait an appearance closely resembling nature's own production. A set of samples of this work will readily convince all that Convex portraits are far superior to all others.

DESCRIPTION OF GRADES

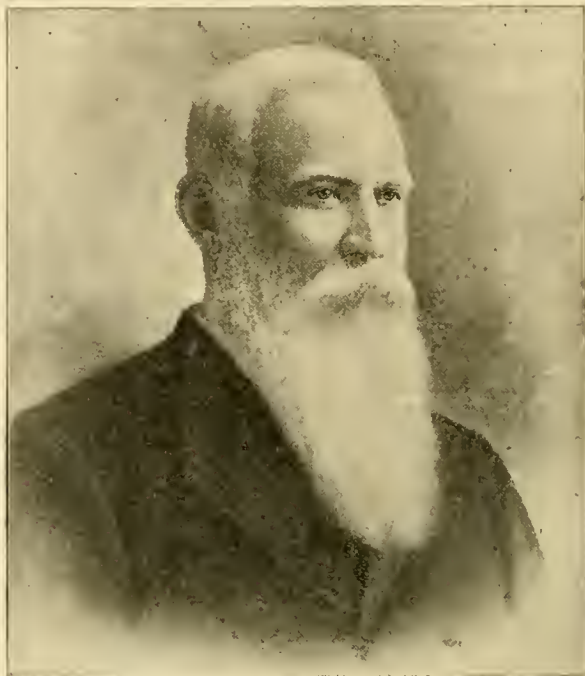
A full knowledge of the different grades will prove time well spent. The canvasser cannot get the best results until familiar with these grades, as he can often induce the purchaser to choose a higher grade if able to talk it intelligently.



This cut shows the make up of Grade 4.

Description of Grade No. 4. This is our cheapest grade. A fairly well worked portrait, though not made to rank with grades to follow. Background almost plain, though slightly clouded as shown by illustration, mounted on cardboard unless otherwise instructed. 10 cents extra for stretcher. Workmanship good for the price.

This grade is equal to higher grades of many houses. Is such as gives good satisfaction where a portrait at low price is wanted.



This cut shows the make up of Grade 7.

Description of Grade No. 7. This grade is to meet strong competition, where much is expected for little money. Grade 7 is one of our trade pullers, because it's big value, true to likeness and a clean, smooth portrait. Always mounted on cardboard unless otherwise instructed. 10 cents extra for stretcher. Background considerably clouded and drapery well worked. Where the medium grade will answer this portrait is sure to please.

Likeness and workmanship guaranteed.



This cut shows the make up of Grade 9.

Description of Grade No. 9. This is what we term a medium grade. Not the best nor the cheapest, yet a good, clear, deliverable picture, with the assurance that likeness is certain to be there. We follow instructions closely and give good value received in this grade. Portraits in this grade are very appropriate for the average class—those who are neither rich nor poor, yet want a good picture for the price. Mounted on cardboard unless otherwise instructed. 10 cents extra for stretcher. Background beautifully clouded. Drapery well worked, or blended and to bottom of card and the whole a piece of fine art. Portraits in this grade good enough for anyone. Likeness and workmanship guaranteed.



This cut shows the make up of Grade 12.

Grade No. 12. This grade is made for those who love the truly artistic. The background is our famous Persian design, which is made partly solid with clouds enough to give a rich Persian effect. Full to edge beautifully blended, making this grade one to itself. It's rich and appropriate for any home, and never fails to please those customers who view portraits with a "critic's eye." Salesmen are assured that this grade will please the crankiest customers and win deepest praise. Mounted on stretcher. Drapery made in keeping with the quality, and the whole a production any house should feel proud of. Likeness and workmanship guaranteed.

The thousands of letters praising this and Grade 15 are the strongest evidence that the people appreciate fully a work of art. Too many good men handle cheap trashy work which really kills the business. Grade 12 or 15 will win you praise and will pay you big profits as well.

Description of Grades—Continued



Grade No. 15. This grade is the acme of perfection—nothing better ever put on canvas. Made to reach and satisfy those who want the best and are willing to pay for it. Positively the best portrait made and gives satisfaction that pleases deliverymen and customers. A regular duplicate order getter, and a portrait which can be and is exhibited among the productions of the well established, and whose record for portraits honors the profession. Words can not do justice to grade 15, because seeing is believing. Don't fail to order a few of this grade, if for no other reason than to prove this statement. Our reputation is staked on this portrait.

Mounted on **stretcher** in all cases. Background our own creation, which is solid, worked full to edge, neatly and nicely blended, much care taken with drapery, etc. The soft blend and delicate shades make this background superior to all others. This is an exclusive background, and can not be fully described here. Likeness and workmanship guaranteed.



Grade No. 17. Pearls only are made in this grade. All on stretchers. Grade 17 is thoroughly worked and minutely finished; background solid with **cameo mat effect**, which is the life of all pictures in this grade. Finest details carefully brought out, and every care given toward the development of the portrait.

The cameo effect is produced by "screening" while the picture is being finished, which requires great skill. Only single busts made in Grade 17. Portraits in this grade always on stretcher, and likeness and workmanship guaranteed.

Grade 19 represents the square cameo just like 17 does the oval. Only pearls made in 19. All on stretcher.

This grade is worked beautifully, much care being taken to develop every detail. The cameo effect is produced by "screening," like Grade 17. There is no difference between these grades except the cameo mat effect. One is oval while the other is square.



Grade No. 20. Grade 20 represents the new convex or dome portrait. Made only on cardboard. The face and body of all convex portraits are raised, or domed. That is, the portrait is made to conform to the shape of the human form, by being raised or pushed out from the back of the portrait. Entirely new.



Long busts or full figures may be shown in this grade, but not groups. Single busts should always be made in 17. Portraits in this grade always mounted on stretcher and likeness and workmanship guaranteed.

Prices of Finished or Enlarged Portraits

The following tables show the prices of finished portraits in the different grades and sizes

Prices of Crayon Portraits

Sizes	Grade 4	Grade 7	Grade 9	Grade 12	Grade 15
8 x 10.....	\$0.50	\$0.60	\$0.75	\$1.00	\$1.50
10 x 12.....	.50	.60	.75	1.00	1.50
11 x 14.....	.50	.60	.75	1.00	1.50
12 x 20.....	.50	.60	.75	1.00	1.50
14 x 17.....	.50	.60	.75	1.00	1.50
14 x 20.....	.50	.60	.75	1.00	1.50
16 x 20.....	.50	.60	.75	1.00	1.50
18 x 22.....	.70	.85	1.10	1.50	2.00
20 x 24.....	1.00	1.10	1.50	2.00	2.50
25 x 30.....	1.75	2.00	2.25	2.50	3.00

There will be an extra charge of 25 cents for each extra head up to and including 20x24; 50 cents for larger sizes. These charges hold good for all grades. Also 10 cents for stretcher in grades 4, 7, 9.

Prices of Sepia Portraits

Sizes	Grade 4	Grade 7	Grade 9	Grade 12	Grade 15
8 x 10.....	\$0.60	\$0.75	\$0.85	\$1.25	\$1.75
10 x 12.....	.60	.75	.85	1.25	1.75
11 x 14.....	.60	.75	.85	1.25	1.75
12 x 20.....	.60	.75	.85	1.25	1.75
14 x 17.....	.60	.75	.85	1.25	1.75
14 x 20.....	.60	.75	.85	1.25	1.75
16 x 20.....	.60	.75	.85	1.25	1.75
18 x 22.....	.80	1.00	1.25	1.75	2.25
20 x 24.....	1.25	1.50	1.75	2.25	2.75
25 x 30.....	2.00	2.25	2.75	3.00	3.50

There will be an extra charge of 25 cents for each extra head up to and including 20x24; 50 cents for larger sizes. These charges hold good for all grades. Also 10 cents for stretcher in grades 4, 7, 9.

Prices of Sepiaole Portraits

Sizes	Grade 4	Grade 7	Grade 9	Grade 12	Grade 15
8 x 10.....	\$0.75	\$0.90	\$1.00	\$1.40	\$1.90
10 x 12.....	.75	.90	1.00	1.40	1.90
11 x 14.....	.75	.90	1.00	1.40	1.90
12 x 20.....	.75	.90	1.00	1.40	1.90
14 x 17.....	.75	.90	1.00	1.40	1.90
14 x 20.....	.75	.90	1.00	1.40	1.90
16 x 20.....	.75	.90	1.00	1.40	1.90
18 x 22.....	.95	1.15	1.40	1.90	2.40
20 x 24.....	1.40	1.65	1.90	2.40	2.90
25 x 30.....	2.15	2.40	2.90	3.15	3.65

There will be an extra charge of 25 cents for each extra head up to and including 20x24; 50 cents for larger sizes. These charges hold good for all grades. Also 10 cents for stretcher in grades 4, 7, 9.

Prices of Bromide Portraits

Made in three grades as follows: Grade A, plain; Grade B, finished; Grade C, finished and tinted.

Sizes	Grade A	Grade B	Grade C
8 x 10.....	\$0.50	\$0.65	\$0.75
10 x 12.....	.50	.65	.75
11 x 14.....	.50	.65	.75
12 x 20.....	.50	.65	.75
14 x 17.....	.50	.65	.75
14 x 20.....	.50	.65	.75
16 x 20.....	.50	.65	.75
18 x 22.....	.75	1.00	1.25
20 x 24.....	1.25	2.00	2.75
25 x 30.....	2.50	3.00	3.50

Sizes above 18x22 mounted on stretcher.

Credit Not Allowed for Rejected Bromides

Prices of Water Color and Pastel Portraits

Sizes	Grade 4	Grade 7	Grade 9	Grade 12	Grade 15
8 x 10.....	\$0.75	\$0.90	\$1.25	\$1.50	\$2.00
10 x 12.....	.75	.90	1.25	1.50	2.00
11 x 14.....	.75	.90	1.25	1.50	2.00
12 x 20.....	.75	.90	1.25	1.50	2.00
14 x 17.....	.75	.90	1.25	1.50	2.00
14 x 20.....	.75	.90	1.25	1.50	2.00
16 x 20.....	.75	1.00	1.50	2.00	3.00
18 x 22.....	1.00	1.25	1.75	2.50	3.50
20 x 24.....	1.50	1.75	2.25	3.00	4.00
25 x 30.....	2.25	2.50	3.25	4.50	6.00

There will be an extra charge of 25 cents for each extra head up to and including 25x24; 50 cents for larger sizes. These charges hold good for all grades. Also 10 cents for stretcher in grades 4, 7, 9.

Prices of French Water Color Portraits

Sizes	Grade 4	Grade 7	Grade 9	Grade 12	Grade 15
8 x 10.....	\$0.65	\$0.75	\$0.90	\$1.15	\$1.65
10 x 12.....	.65	.75	.90	1.15	1.65
11 x 14.....	.65	.75	.90	1.15	1.65
12 x 20.....	.65	.75	.90	1.15	1.65
14 x 17.....	.65	.75	.90	1.15	1.65
14 x 20.....	.65	.75	.90	1.15	1.65
16 x 20.....	.65	.75	.90	1.15	1.65
18 x 22.....	.85	1.00	1.25	1.65	2.15
20 x 24.....	1.15	1.25	1.65	2.15	2.65
25 x 30.....	1.90	2.15	2.40	2.65	3.15

There will be an extra charge of 25 cents for each extra head up to and including 20x24; 50 cents for larger sizes. These charges hold good for all grades. Also 10 cents for stretcher in grades 4, 7, 9.

Prices of Albumen or Plain Photos

Sizes	Grade 15	Grade 15
8 x 10.....	\$0.35	6 x 8 Unmounted.....\$0.35
10 x 12.....	.45	8 x 10 "..... .45
11 x 14.....	.65	10 x 12 "..... .65
12 x 20.....	1.00	11 x 14 "..... .90
14 x 17.....	1.00	14 x 17 "..... 1.00
14 x 20.....	1.00	
16 x 20.....	1.00	
18 x 22.....	1.50	
20 x 24.....	2.75	

Not made larger.

There will be no extra charge for groups or full figures, unless the group is to be made from two separate small pictures; then one-half extra will be charged for re-grouping. "Poor originals make poor albumens."

Credit Not Allowed on Rejected Albumens

Prices of Portraits in Oil

Sizes	Grade 15 (Bust)	Grade 15 (full fig.)	
16 x 20.....	\$5.00	\$6.00	Oils made in one grade only. Cheap oils are worse than nothing. Ours are the Best.
18 x 22.....	6.00	7.00	
20 x 24.....	7.50	9.00	
25 x 30.....	10.00	12.00	
30 x 40.....	15.00	20.00	
40 x 60.....	25.00	35.00	

Oils Mounted on Stretcher

Prices of Finished Portraits—Continued

Prices of Pearl Portraits

Size	Grade 17.	Grade 19	Extra Heads.
8x10	\$ 1.50	\$ 1.50	\$ 0.25
10x12	1.50	1.50	.25
11x14	1.50	1.50	.25
12x20	1.50	1.50	.25
14x17	1.50	1.50	.25
14x20	1.50	1.50	.25
16x20	1.50	1.50	.25
18x22	2.00	2.00	.25
20x24	3.00	3.00	.40
25x30	5.00	5.00	.75
30x40	7.50	7.50	1.00
40x60	10.00	10.00	2.00

Prices of Electric Light Prints

Size.	Unmounted.	Cardboard.	Stretcher.
8x10	\$0.15	\$0.15	\$0.25
10x12	.15	.15	.25
11x14	.15	.15	.25
12x20	.15	.15	.25
14x17	.15	.15	.25
14x20	.15	.15	.25
16x20	.15	.15	.25
18x22	.25	.25	.40
20x24	.30	.30	.60
22x27	1.00	....	1.25
25x30	1.25	....	1.50
30x40	2.50	....	3.00

Electric Light Prints

Our Electric Light Enlargements or Prints have met with steadily increasing sales, far beyond our expectations; and based on the many praises we have received concerning them, we believe we are justified in making the claim that our Prints are superior to all others made. We can, therefore, assure our patrons of receiving prints of superior quality and excellence when placing orders with us.

Note—Prints are for artists only who make their portraits and are not finished deliverable pictures.



This Illustration shows how the miniature portrait looks framed complete ready to hang.

The frame shown has chain attached so the portrait may be hung on any convenient nail, peg or hook when delivered. It makes delivering easy, always assuring proper light and angle. See pages 79 and 80 for full line of suitable frames.

Price of Convex or Dome Portraits

This kind of portrait is made in one size and grade only, and always on cardboard. Cannot be made on stretcher.

Size	Grade	Crayon	Sepia	Pastel
16x20	20	\$1.00	\$1.25	\$1.50

Convex Portraits

We are now making the new Convex Portrait. It is the biggest winner of modern times and seems to fill a want not heretofore supplied. It makes all territory new to the fellow who introduces it.

Convex Portraits Fit any Regular 16x20 Frame

Convex Portraits fit any regular frame, but owing to the contour or raised surface, we prefer to frame them for you. However, if preferred, customers may purchase Convex Portraits unframed. A special convex glass is required for framing purposes which we furnish when frames are ordered from us. For price see page 205.

Convex portraits can be put in any frame, but convex glass is required—flat glass will not do.

Price of Tinting Crayons.—We make no charge for tinting crayons. This is free. No charge whatever.

Price of Oilettes. — We charge 10 cents for enameling or Oiletting any portrait, any size

Prices of other portraits not mentioned here will be furnished upon request.

NOTE. — When less than 50 prints are ordered, an additional charge of 10 cents will be made for packing each lot.

We Make All Kinds of Portraits

We have seen fit not to list and price all of the various kinds of portraits that you will find in your rounds, because a crayon sometimes bears various names, and to undertake to give a price list to cover all of these would be an endless undertaking.

Miniature Portraits

Miniatures are made in Crayon, Sepia and Pastel, in grades 4, 7, 9, 12 and 15. Never made on stretcher because of the oval openings of some patterns of frames.

For full line of frames see pages 79 and 80.

All grades in Miniatures guaranteed except 4.

Price of Miniature Crayons

Size.	Grade 4.	Grade 7	Grade 9.	Grade 12.	Grade 15.
8x10	\$0.50	\$0.75	\$1.25	\$1.75	\$2.50

Price of Miniature Sepias

Size	Grade 4.	Grade 7.	Grade 9.	Grade 12.	Grade 15.
8x10	\$0.60	\$0.90	\$1.50	\$2.00	\$3.00

Price of Miniature Pastels

Size.	Grade 4.	Grade 7.	Grade 9.	Grade 12.	Grade 15.
8x10	\$0.75	\$1.25	\$2.00	\$3.00	\$5.00

To Our Agents and Customers

We are building up the largest miniature portrait business in the world and in order to accomplish this, employ the best skill money can buy. Our miniatures are the best found anywhere at popular prices. We aim to furnish the best miniatures obtainable and ask the support and co-operation of friends and patrons.

"If our work pleases, tell others; if not tell us." We like friendly criticism, for unless our faults are pointed out, some of them might escape us.

A great business among the better class, especially in towns and cities, can be built up. Thousands are waiting for something new in the portrait line. The miniature opens up untold possibilities to the live man.

Miniatures are sold in Paris and London for fabulous sums. The tide is coming westward—be first to reap the reward of gold dollars which the miniature is almost certain to bring with it. See page 33 for samples.

Portrait Enlarging Outfit No. 1 ^{all complete} for only \$2.00

Containing two Convex samples. See page 25 for full description of portraits and prices.

Convex Sample Outfit No. 1, contains two sample portraits in grade 20, in Crayon and Pastel, with suitable mats without glass. Convex samples cannot be sent by mail or separated from the case. Owing to their shape and form it is necessary to show them in a case, as illustrated by this cut.

Case is made of the best kiln dried bass wood, covered with good grade of rain proof canvas, trimmed with nickel plated corners and hasps. Handles are leather. The whole, a neat, well made carrying case, made to show Convex portraits to an advantage.

Weights with samples complete including stationery, etc., about ten pounds. Case is about 17x21x4 inches when closed and can not be sent by mail.

Outfit No. 1 contains the following:

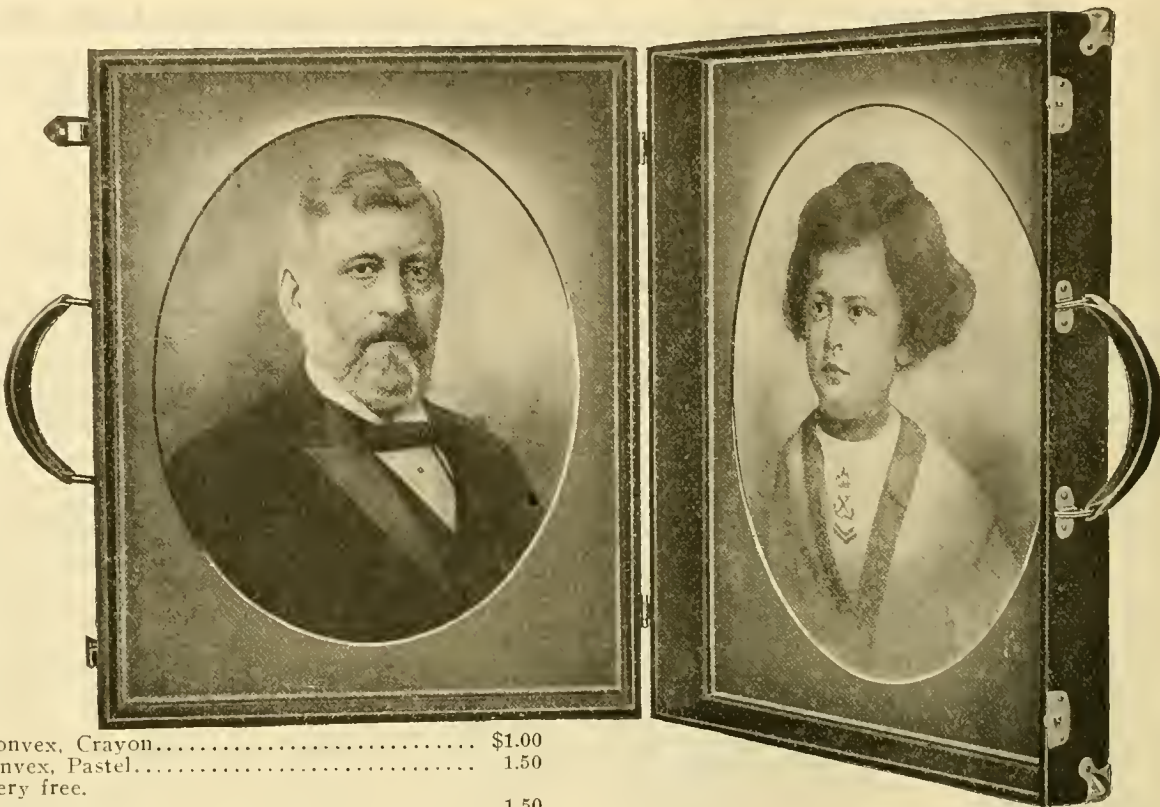
1 16x20 Grade 20, Convex, Crayon.....	\$1.00
1 16x20 Grade 20, Convex, Pastel.....	1.50
All necessary stationery free.	
Case holding above	1.50

Sent by express for only \$2.00.

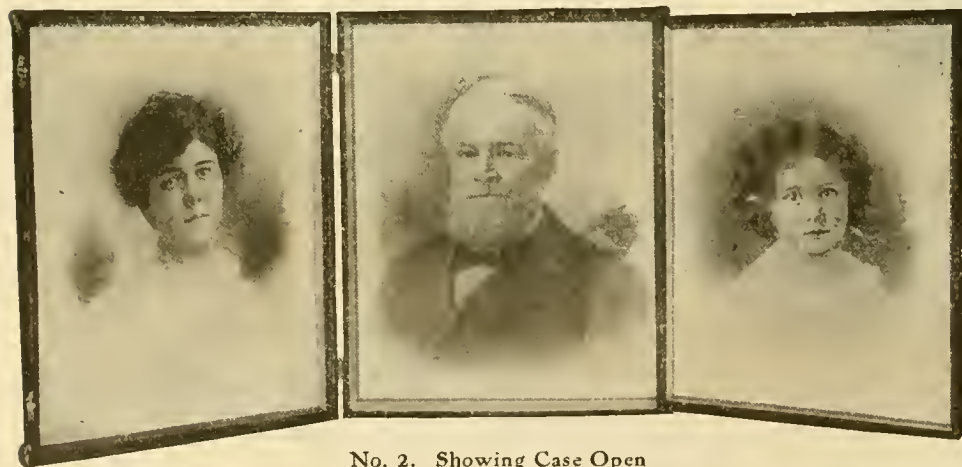
\$4.00

Price paid for outfit No. 1, refunded when sales amount to \$20.00, making the samples free. Note we do not include sepia sample in convex outfit because the case is made to hold two samples only. A choice may be had of any two of the three kinds of work made in convex. That is, you may choose the two kinds you prefer, one sepia and crayon, sepia and pastel, or crayon and sepia. If such choice is made you should so state it when ordering. Remember, only two samples can be sent in outfit No. 1.

Convex portraits are new and sell readily at a good price. Until you see them and try their selling qualities, no idea can be had of them. For portraits see page 25.



Portrait Enlarging Outfit No. 2 ^{all complete} for only \$2.00



No. 2. Showing Case Open

**For Country Workers Where
Horse and Buggy are Used**

* This cut shows our Regular Sample Case, made to carry three sample portraits flat, without glass.

This case is made of light bass wood, well seasoned and thoroughly dried, covered with good grade of duck, rain proof, trimmed with nickel plate corners and snaps, leather handle. The case carries three 16x20 portraits and other things as shown below. Case weighs when filled about ten pounds, and is especially recommended to those who use horse and buggy. Outfit No. 2 can not be sent by mail.

Portrait Outfit No. 2 Contains:

One 16x20 Crayon	\$0.75	Four 16x20 Frame Sheets.....	2.00
One 16x20 Sepia .....	.85	The Case	
One 16x20 Pastel	1.50		
One 16x20 Memorial No. 3.....	.25	Total	\$5.60
One 16x20 Family Record.....	.25	Envelopes, Order Blanks, Instruction Book and Receipt Books,	Free.

Regular Wholesale Cost of Outfit No. 2, \$5.60. Our Special Price to Get You Started, \$2.00

Special Note.—Any amount paid for samples refunded when purchases amount to ten times the price.

This case is all right for those using team—it's not a good outfit for the fellow who walks. Better use No. 3.

Portrait Enlarging Outfit No. 3

Contains everything an agent needs to make the picture business a success. Our samples are selected with greatest care and are suited in all particulars to the purpose of selling portraits and frames.

Description of Outfit No. 3.

Outfit No. 3 is made of leatherette, a material resembling leather, and is waterproof. The roll is about 18x24 inches when un-

folded, and weighs about two pounds. It closes up like a music roll and fastens at the end with snaps like glove buttons. Is about two inches in diameter. One end of the cover is held by being clasped by two half-round pieces of polished wood, which are fastened together by two screws—that allows samples to hang flat, as shown in illustration. Few or many samples may be shown. We show three Portraits only, as that gives a good idea of the kinds and grades of work we make. More would be confusing to the customer.

Sample Outfit No. 3, By Express \$1.00; By Mail \$1.40



Correct Way to Show Samples—See Instruction Book, Chapter II, Page 9.

For Portraits see Pages 24 and 25.

What Outfit No. 3 Contains

Portrait Enlarging Outfit No. 3 contains:

1—16x20 Crayon sample, value	\$1.50
1—16x20 Sepia sample, value	1.75
1—16x20 Pastel sample, value	3.00
1—Leather Roll which holds the samples.....	1.00
1—16x20 Family Record .....	.25
1—16x20 Memorial .....	.25

Wholesale value

1—Lot Envelopes	} Our Price to Agents:	
1—Lot Order Blanks.....		
4—16x20 Frame Sheets.....		By express
1—Instruction Book		By Mail

When ten dollars' worth of business has been done we refund the dollar deposited for samples, but do not refund postage if samples go by mail. If samples are returned in good order, charges paid, any time in 30 days from date of purchase, the deposit will be given back. This makes Samples Free. If you succeed, the deposit will be refunded; if you fail or change your mind

and return samples charges paid, the dollar will be refunded. If you don't want to work the samples are worth more to us than the small sum we ask as a deposit. The Outfit is valued at \$7.75. The deposit keeps the samples from falling into the hands of idlers and children.

Samples Free to Letter of Credit Men

We furnish samples Free to all Letter of Credit Men. The price is charged to their accounts and the sum credited when ten times the amount has been paid for goods, or if the samples are returned, charges paid, the amount will be credited. Samples always remain our property after credit has been allowed, but may be kept as long as holder works for us. When he quits, samples must be returned. They cost us too much to allow them to remain idle.

Special Outfit No. 3

Our Special Outfit No. 3 contains:

1—16x20 Crayon, value	\$1.00
1—16x20 Pastel, value	1.50
Leatherette Roll, which holds samples	1.00
4 Frame Sheets, Envelopes, Order Blanks, Instruction Book, Free. By express.....	\$0.50. By Mail.....
	\$3.50

Amount paid for No. 3 Special will not be refunded.

Pillow Top Outfit No. 4 by Express for Only \$1.50



This illustration shows sofa pillow top outfit No. 4. The only outfit of its kind, made exclusively for agents and canvassers. We have studied the question from the agent's view-point, and present this outfit as the result.

Outfit No. 4 contains four samples of sofa pillow tops, size 18x18, in four popular and leading colors. The most popular shades are: **Pink, Blue, Yellow and White.** These samples are fastened into a roll, about three inches in diameter when closed, and nineteen inches long, covered with a good grade of rain proof buffalo cloth. The outfit closes up like a music roll, when not in use. It's the most convenient and displays samples better than any Pillow Top Roll shown.

Outfit No. 4 Contains the Following Samples.

1—18x18 Pink sample pillow top.....	\$0.50
1—18x18 Blue " " " .....	.50
1—18x18 White " " " .....	.50
1—18x18 Yellow " " " .....	.50
Case that holds them.....	1.00
Stationery, order blanks, etc., free.	
Total	\$3.00

Our low price to get agents started at once.

By express	\$1.50
By mail	1.80

Samples for Outfit No. 4 may be made from your own photos if desired. For Outfit with your pictures in it the price is \$2.50 by express and \$2.80 by mail.

For full description of pillow tops, see page 36.

Note.—Our pillow tops are the best made, indelible, washable, lasting. You can positively guarantee them for we protect you.

Pillow tops sell for \$1.00 to \$1.50 each. They are new, attractive and winners. Agents report big sales. Ladies find this a profitable

article to handle. Some of the more enterprising attach ruffles to the samples, put a back on them and show top complete. We do not send samples with ruffles or backs. There are too many variations. We leave that question to be settled by each individual.

Sheet Picture Outfit No. 5

Price, Empty, \$1.00.

These cuts show the only case ever invented that successfully carries sheet pictures. When pictures are displayed the case opens flat and allows inspection or examination without trouble. The case holds any number from one to one hundred, and the good part of it is the pictures are never soiled.

The case is provided with a lining which covers the edges of the pictures, preventing displacement or harm.

Case No. 5 is made of Buffalo cloth, rain proof, leather handle, patent snaps, weighs empty one-half pound, loaded with one hundred pictures about five pounds.



Case showing how it looks when filled.

How Some Manage the Business.

Some of our best men who work the country trade, frame these pictures in our No. 23, 66 or 265, and, where a rig is used, carry them, paying all expenses, often selling them framed complete for \$1.00 to \$1.50 each.

One enterprising fellow gave a picture as a premium for a portrait order and invariably sold a frame for it when the portrait was delivered. There are many ways to choke a dog to death. If one remedy fails another should be tried.

Special Sheet Picture Bargains.

For description of pictures see pages 130 to 188.

Bargain 30.—Case No. 5 filled with one hundred 16x20 holy, sacred, religious, memorials, family records, marriage certificates, or any picture costing \$5.00 per 100, for only \$5.50.

This means 100 16x20 pictures, your choice as above, and carrying case No. 5.

Bargain 31.—Case No. 5 filled with 50 16x20 Duplex Photo Colors for only \$4.50.

This means 50 pictures your choice as above, and carrying case No. 5.

Bargain 32.—Case No. 5 filled with one hundred 16x20 Fac-Simile Pastels for only \$3.50.

This means 100 pictures your choice as above and case No. 5.

SPECIAL NOTE.

If you order the case empty it will cost \$1.00. If pictures are ordered separately they will cost catalogue, or list, price.—Positively no exception. These offers are bargains and must be ordered as listed.



Case open for displaying pictures.

cents on three. Ten to forty sales have been made in a day, and in some cases one dozen pictures to a single customer. Can you see the point?

Moulding Sample Outfit No. 6

Sent By Express for Only \$1.00

See Pages 100 to 129 for Full Line of Mouldings

This is Outfit No. 6 and it's a Winner and it's Only \$1.00

MORE THAN 10,000 PEOPLE have written us to know if we could furnish a sample outfit of moulding from which odd sized frames could be made. Until now, we have turned them away, but on account of the constant demand we have added a department of moulding from which all sized frames will be made.

A Sample Case of Mouldings

We have prepared a beautiful sample case, as shown in cut, valued at \$2.25. This case contains twenty-five pieces of moulding about six inches long, ranging in price from 5 cents to 50 cents per foot, finished in every shade known to the frame makers' trade; mouldings suitable for all kinds of pictures, portraits, etc. Some of this moulding is half an inch wide, while there are others that are over six. The very best taste has been used in making up this assortment, so that our representatives could frame any kind of picture offered tastefully, cheaply and appropriately.



This is the Case Closed.

Millions of Pictures are Scattered Throughout the Country

Newspapers and magazines give away many valuable and beautiful pictures. Many stores give them as premiums, but none of them furnish frames, so you see these pictures are waiting to be framed, and if an opportunity were offered the people to frame these pictures appropriately, at a reasonable price, there is no doubt but what thousands of orders could be taken. It is to serve this purpose that we have prepared this case, and have made it very complete so that any one, regardless of experience, can take orders for frames suitable for any picture. We have had but one idea in mind, and that was to place in your hands the means of making money and to please your customers.

What the Case Contains

This Sample Outfit consists of a most beautiful case like cut, made of rain-proof material, having a handle and snap. It is easily opened, making it possible to display your samples without trouble. The case is 10 inches long, 6 inches wide, and 4 inches high; weighs with the samples and everything complete about 5 pounds. It is light enough for the most delicate lady or can be carried by any one who desires to work in this business. The outfit contains a price-list of all the mouldings, instruction book, tape line for measuring the pictures, order blanks, and in fact everything that you need. The case has cost us \$2.25 at wholesale to produce.

All You Are Required to Do

All that we ask you to do is simply to signify a willingness to work. Tell us what territory you want, and say how much time you are willing to devote to this business. Send your name, give your Post-Office, your Express Office and if you wish, one or two references. Since this case has cost us \$2.25 to prepare it, we are forced to have some evidence of good faith from those wanting it. Therefore we ask all who are in earnest, and who intend to go into this business, to make a temporary deposit of only \$1.00. This amount is in no sense to pay for the samples, but simply means that it will prevent the case from falling into the hands of those who are not serious, and who have no intention of making this business a success. There are many boys and others into whose hands this matter will fall and it is simply to avoid sending these expensive outfits to those who are not inclined to make the business a paying one, that we ask a small deposit, simply as "Evidence Money." If, after the samples have been received and you decide that they are not as good as represented, or not up to what you expected, if they are returned to us in the same condition as received, we will cheerfully refund the amount deposited.

The case together with all instructions will be sent by express.

Outfit No. 6 Contains the Following:

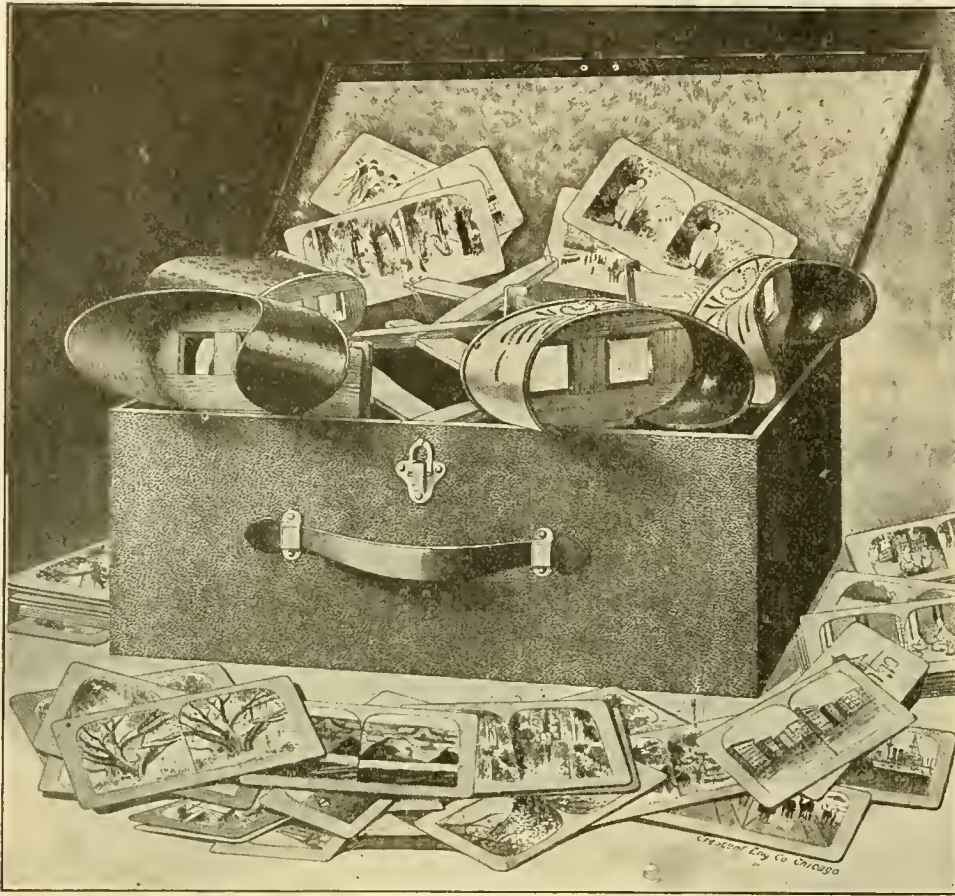
25 Sections of moulding at 5c each.....	\$1.25
1 Case that holds samples	1.00
1 Tape measure	} Free
1 Lot of order blanks.....	
1 Set of instructions.....	
1 Set of sample mats.....	

Total\$2.25

Our Low Price to Get You Started

Outfit No. 6, by Express.....\$1.00

Stereoscope Outfits for Agents



This Shows Outfit No. 10.

Nothing can be clearer when it comes to showing war scenes, views of cities, countries, or railroads, waterfalls, views of travel around the world, views of the great dark Orient, of savages, half-civilized tribes and thousands upon thousands of other things too numerous to mention here.

Many Energetic Ladies Convert Social Calls Into Profitable Pastime

We have the names of hundreds of energetic ladies on our books who convert social calls into profitable pastime by exhibiting a stereoscope outfit and a well-assorted lot of views.

Description of Sample Case

The above case is made of best kiln dried bass wood, lined inside with Royal Blue Plush, covered with imitation black morocco, trimmed with nickel plated snap and handle holders. Size about 6x10x15 inches, weighs with full contents about six pounds.

Inside arranged to hold one or more stereoscopes with views.

Stereoscope Outfit No. 7 Contains:

1 Stereoscope No. 29.....	\$0.25
25 assorted views .....	.25
1 Carrying case for above	1.25
Total	\$1.75

Sent by Express for only \$1.00.

Stereoscope Outfit No. 8 Contains:

1 Stereoscope No. 29.....	\$0.25
1 " " 33.....	.45
50 views assorted .....	.50
1 Carrying case for above	1.25
Total	\$2.45

Sent by Express for only \$1.50.

Stereoscope Outfit No. 9 Contains:

1 Stereoscope No. 29.....	\$0.25
1 " " 33.....	.45
1 " " 34.....	.60
75 assorted views .....	.75
1 Carrying case for above	1.25
Total	\$3.30

Sent by Express for only \$2.00.

Stereoscope Outfit No. 10 Contains:

1 Stereoscope No. 29.....	\$0.25
1 " " 33.....	.45
1 " " 34.....	.60
1 " " 30.....	.35
100 assorted views	1.00
1 Carrying case for above	1.25
Total	\$3.90

Sent by Express for only \$2.75.

For full line of scopes and views see pages 191 to 195. This illustration shows stereoscope outfits Nos. 7, 8, 9 and 10.

Stereoscopes and Stereoscopic Views

Men, women, boys and girls make money selling our stereoscopes and views. Thousands of school boys and girls during vacation and after school hours earn money taking orders for these goods. No home today is complete without a stereoscope and a well-assorted lot of views from all parts of the world. There is nothing that takes the place of a stereoscope and views in showing the events as they occur. It is one of the acknowledged authorities in depicting events as they actually took place.

People Who Buy Stereoscopes

Every family, rich or poor, far or near, will buy stereoscopes and views in some form. Millions are now in use and the demand is constantly increasing. The stereoscope is no longer a novelty, but a part of the home entertainment. The old and the young are amused and school teachers are especially instructed by viewing objects and scenes as they really are. Many energetic teachers today are teaching geography, history and other branches of studies by means of the stereoscope. We know of nothing that is better in showing the world's events as they occur than the stereoscope. It is an undisputed authority.

We have selected a nice line of scopes and views for sample purposes.

Kitchen Set Outfit No. 11, Only \$1.50



This cut shows contents of Outfit No. 11 and Roll opened for displaying goods.

Outfit No. 11 is put up in neat roll made of buffalo cloth, lined with Cottonlene plush. The whole rolls up, as shown, when not in use.

Price of 10-Piece Kitchen Sets

1 set by express, \$1.25. Sells for \$2.25. Profit on sale....\$ 1.00
6 sets, each, \$1.15. Sells for \$13.50. Profit on sale..... 6.60
12 sets, each, \$1.00. Sells for \$27.00. Profit on sale..... 15.00

NOTE.—10-piece sets are sent in paper bundles. Each article wrapped in a special paper and the whole tied in bundles. Only canvassing outfits sent like cut shown above. Goods to be delivered sent in bundles only.

Kitchen Set No. 11. Contains ten pieces, each designed and manufactured to answer a special purpose.

No kitchen is complete without one and that fact alone makes them sell.

What Outfit No. 11 Contains:

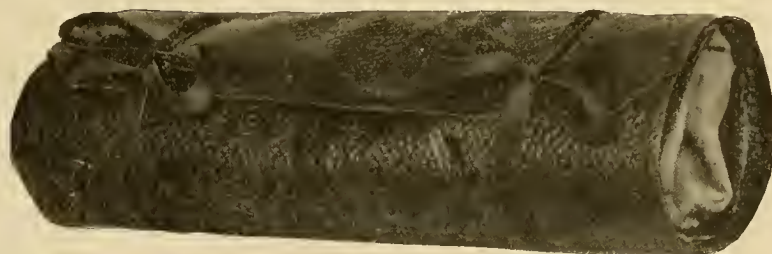
1—Pan cake turner, valued at.....	\$0.25
1—Straining spoon, valued at .....	.25
1—Meat cleaver, valued at.....	.75
1—Bread Knife, valued at .....	.25
1—Cake knife, valued at .....	.25
1—Flesh fork, valued at.....	.25
1—Paring Knife, valued at.....	.25
1—Paring knife, rounded point, valued at .....	.25
1—Vegetable peeler, valued at.....	.25
1—Hone, valued at.....	.25
1—Case that holds them.....	1.00

Total.....\$4.00

Our low price to agents:

Outfit No. 11, by express.....\$1.50

Note.—We refund the \$1.50 when sales for kitchen sets amount to \$15.00.



Outfit No. 11 closed—about 13 inches long, 3 inches in diameter and weighs about 2½ pounds.

Four-Piece Kitchen Set No. 12, Only 40 cts.

Outfit No. 12.

This outfit represents a 4-piece kitchen set which is very popular.

What Outfit No. 12 Contains:

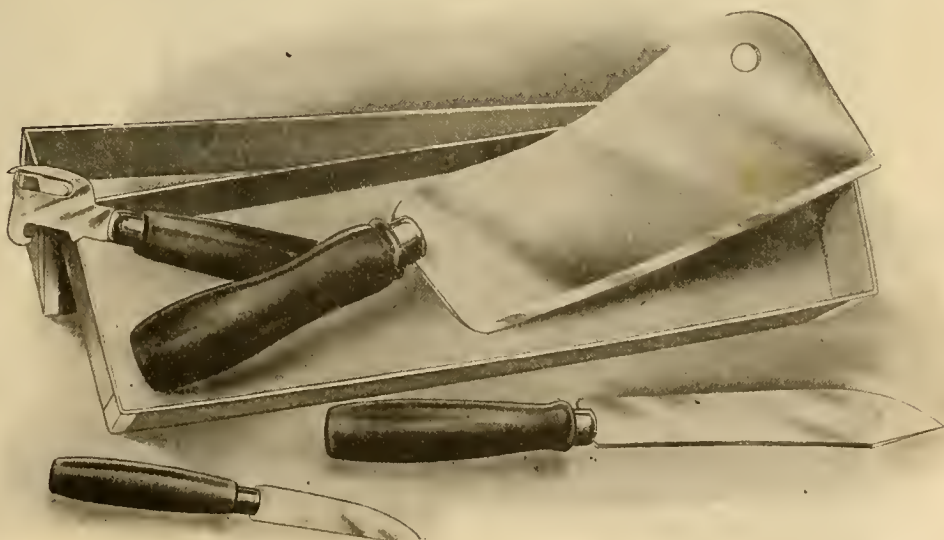
1—Meat cleaver, valued at.....	\$0.75
1—Bread knife, valued at.....	.25
1—Paring knife, valued at.....	.25
1—Combination can opener.....	.25

Total\$1.50

Our price to agents—

1 Set by mail	\$0.40
12 Sets by express	3.60
50 Sets by express	14.00
100 Sets by freight	25.00

Note.—Four-piece kitchen sets are put up and shipped in paper boxes. The illustration shows the box and contents. Agents use the box for sample purposes. No case furnished with this set, as the box answers the purpose of case.



This illustration shows Outfit No. 12. Weights 14 ounces—fit into the pocket.

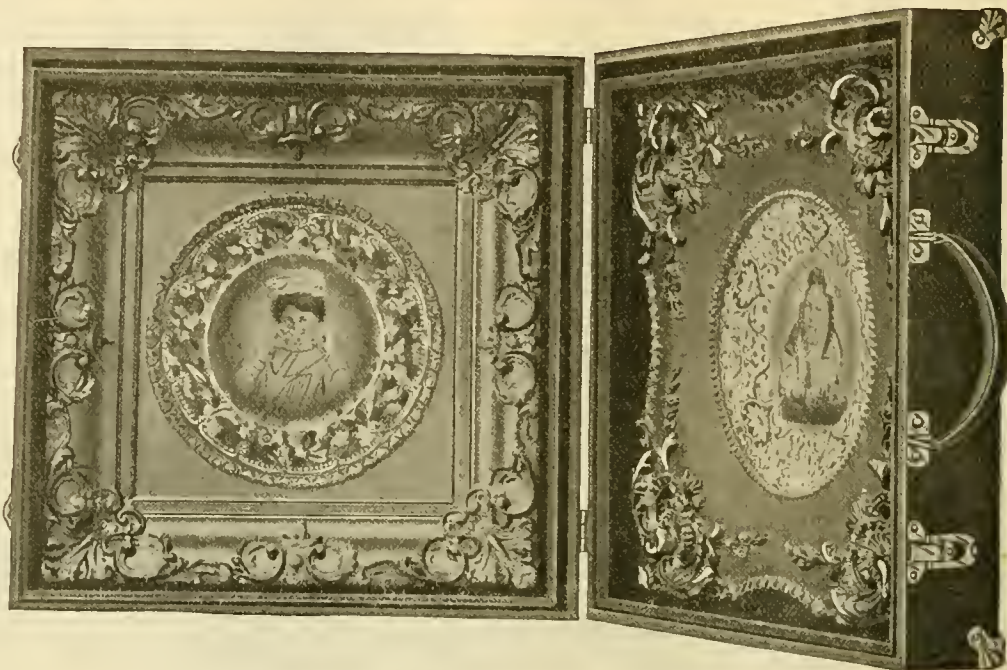
Sample Outfit No. 13, Price Only \$3.00

English Art Plates

This illustration shows Sample Outfit No. 13, which represents our newest production in Art—English Art Plates.

What English Art Plates Are

English Art Plates are the best grade of Imported English China, made in England expressly for us, as the plates had to be "treated and fired" in a different way to the old process. Onto the plate we make a portrait in colors, something like a beautiful soft Pastel, showing color of hair, eyes, drapery, etc. All this, too, without paper or canvas, but right onto the bare plate. This makes a most beautiful and highly artistic picture, which may be used for all ornamental purposes. We frame them or send them unframed if desired. If unframed, customers use them for mantel, sideboard or plate rail ornaments. If framed, for parlor, bed room, sitting room and general decorative purposes.



This cut shows case open, with two plates and frames. We send one plate and one frame as a starter. No. 13 contains one frame, No. 323, and one ENGLISH ART PLATE.

Full Description of Sample Outfit

Sample Case is made of best grade, kiln-dried bass wood, securely made, covered with rain-proof duck, ornamented with steel trimmings, nickel plated. The case opens in center and shows frame and plate. In addition we show four very popular frames by means of a cardboard, onto which is illustrated the four patterns. Each illustration is 7x7 inches, making card about 16x16. (Illustration not shown in cut.)

Also we send full and simple instructions showing the "GREEN-EST GREENHORN" just how to get orders and how to send them in. In fact, full and complete information, which practically guarantees success from the start. **NOW REMEMBER THAT OUTFIT CONTAINS** instructions, order blanks, order envelopes, etc.

Our Guarantee and Agreement

We will refund the amount paid for samples when ten times the sum has been purchased in **ART PLATES**, or if samples are returned in good order, charges paid, the deposit will be given back, thus making samples cost you nothing. Owing to the great cost to which we have been put, no other terms acceptable, except those who are working upon the Letter of Credit plan. To them samples will be sent without deposit but will be charged to their accounts and credited as stated.

English Art Plates Are New

The "Consolidated," as is its custom, and with a desire to "Help Worthy Agents," has spent nearly one year experimenting with **ENGLISH ART PLATES**. Money or pains have not been spared. The whole object being to bring out a really new and meritorious article.

The **ENGLISH ART PLATE** is the result of that long and tedious experimenting.

Note.—The beauty of English Art Plates readily appeals to ladies, and makes the sales pretty nearly certain in almost all kinds of territory. Don't judge these plates until you have seen samples and tried to sell them. The hustler is always looking for something that will improve his condition.

Remember our samples are selected with greatest care. That all counts and makes the Consolidated **THE LEADERS** in this line.

English Art Plates Open New Fields

This new portrait opens new fields to the agent. It **HAS NEVER BEEN WORKED AND WILL** most surely prove a success to the fellow who tries in his territory. The best people are the ones who give orders for **ENGLISH ART PLATES**.

Ladies and Girls Make It Win

Many ladies at spare and odd time make good money by selling **ENGLISH ART PLATES**. School boys get an excellent idea of business by taking home orders.

The Kind of Pictures that Make Well

Almost any kind of photo makes good **ENGLISH ART PLATES**. **SINGLE BUSTS** are better, but almost any kind copies well. We recommend that good clear originals be sent, still we guarantee good work from most any kind.

Get Into the Field Now

Send for Samples now. Tomorrow is too slow. Today is better. **GET THE CREAM—GET TO THE POND BEFORE THE OTHER FELLOW MUDDIES THE WATER.**

What English Art Plate Outfit No. 13 Contains

Outfit No. 13 contains the following—

1 English Art Plate	\$1.00
1 English Art Plate Frame No. 323.....	1.00
1 Carrying Case to hold them.....	2.50

Total

Sent by express to agents for only—\$3.00.

For full line of English Art Plate Frames see page 78.

Cost of English Art Plates unframed.

English Art Plates from any photo, each.....	\$1.00
English Art Plates sell framed complete for.....	5.00
Big profit in them.	

Miniature Portrait Enlarging Outfits Nos. 14, 15 and 16



This cut shows how Miniatures look framed in 330 ready to hang.

Miniature Portraits fully described on page 25.
Suitable frames for miniature portraits on pages 79 and 80.
Miniature Portraits are new. We are always first to introduce new goods. See full description for portraits and frames in Miniature elsewhere in this book.

Miniatures are here to stay. The hustler will profit by them. They are splendid city and town portraits. They make old territory new.

FULL DESCRIPTION OF SAMPLE OUTFIT.

We furnish three outfits in Miniature portraits—Nos. 14, 15 and 16. The case is the same in all—only the contents differ.

The sample case is made of good kiln dried bass wood covered with leatherette, hinged in center and closes with a hasp. Plush lined, one side in Royal Blue, the other in Russian Red. Case, when closed, is 9 inches high, 11 wide, 2 thick and weighs with two samples framed about 2½ pounds.

Miniature samples will be made from your pictures at the regular price with \$1.00 additional for the case. No credit allowed for samples so made.

Miniature Outfit No. 14 Contains:

1—8x10 Miniature Crayon Grade 4 in Frame No. 330.....	\$0.75
1—8x10 Miniature Pastel Grade 4 in Frame No. 331.....	1.00
1—Leatherette case	1.00
1—Lot order blanks, envelopes and instruction book—Free.	
Total	\$2.75

Our Price to agents by express only, \$1.00. By mail, \$1.50.

Miniature Outfit No. 15 Contains:

1—8x10 Miniature Crayon Grade 9 in Frame No. 336.....	\$2.00
1—8x10 Miniature Pastel Grade 9 in Frame No. 337.....	2.50
1—Carrying case	1.00
1—Lot order blanks, envelopes and instruction book—Free.	
Total	\$5.50

Our Price to agents by express only \$2.50. By mail, \$3.00.

Miniature Outfit No. 16 Contains:

1—8x10 Miniature Crayon Grade, 15 in. Frame, No. 334.....	\$ 4.00
1—8x10 Miniature Pastel Grade, 15 in. Frame, No. 335.....	7.00
1—Carrying Case	1.00
1—Lot order blanks, envelopes and instruction book—Free.	
Total	\$12.00

Our price to agents, by express, only \$5.00. By mail \$5.50.

We Refund or Credit any sum paid for samples when sales for Miniatures amount to ten times the cost of samples, when our originals are used.

We list three grades of samples in order to suit all kinds of territory. In many localities the low price Miniature is the most salable; in others the medium and in some none but the best is good enough.

Outfit No. 16 will please anyone seeking the best. Pastel Miniature in frame 335 often sell for \$15 to \$25 each. They travel where cheap portraits dare not venture.



This illustration shows how Outfits 14, 15 and 16 look when open for business. Size when closed 9x11x2 inches, weighs with two portraits and frames about 3 pounds.

\$1.45 Only**\$1.45 Only****\$1.45 Only**

Just \$1.45 buys this big 16x20 Portrait and Frame, all complete, in a high grade, hand-made Pastel. We want trial orders, and until further notice, will enlarge any small picture to 16x20, put it into this frame, all complete, for only \$1.45. Money refunded if our work does not equal the best made. Now remember—

16x20 Pastel Portrait only.....75c

16x20 Frame, Glass and Back.....70c

Making Portrait and Frame all complete only.....\$1.45

Other Grades as follows:

In 16x20.

Grade 4.

Grade 7.

Grade 9.

Grade 12.

Grade 15.

Pastel\$0.75

\$1.00

\$1.50

\$2.00

\$3.00

French Water Color......65

.75

.90

1.15

1.65

Price of Frame, empty, 50c; with Glass and Back, 70c.



This cut shows Pastel in Frame No. 280. Description of No. 280: Five inches wide, four-piece effect, made of well-seasoned hardwood. Outside mahogany finish beaded, stem in black with gilt tips, inside in gilt, grained oak effect, lining black with gilt tips. New Frame. Send 'em back if not O. K.

All Of This For Only \$1.20

Crayon portrait, frame, glass and back—in size 16x20. Work guaranteed good or money back. This offer for trial orders and holds good until further notice.

Portrait only	50c
Frame, Glass and Back.....	70c
Making Portrait and Frame complete for only.....	\$1.20

Other grades as follows:

	Grade 4.	Grade 7.	Grade 9.	Grade 12.	Grade 15.
Size 16x20.					
Crayon	\$0.50	\$0.60	\$0.75	\$1.00	\$1.50
Sepia .....	.60	.75	.85	1.25	1.75

Price of Frame, empty, 50c; with Glass and Back, 70c.



This cut shows Crayon in Frame No. 114. Description of No. 114: Six inches wide outside bored; comes in several popular shades, made of wood and composition, elaborately ornamented. A Big Seller for portraits. Money back if you don't like it.

Portraits on Sofa Pillow Tops Only 50c



PILLOW TOP, 18x18, 50c; 22x22, 75c
10c Extra by Mail
No Ruffles or Border on Tops from
Customers' Pictures

We have at last perfected the portrait pillow top, and offer for the first time in our history an article that can be sold in almost every house, not one, but many, to the same customer. It is nothing more nor less than a Pillow Top with your or your friend's picture on it. In other words, sofa pillows or pillow tops or anything else in that line with the picture of a member of the family on it. We are selling many thousands of these already and we have only been at it a little while and we can truthfully state that the orders are coming in quicker than we ever dreamed of and you will find it as easy to take orders for pillow tops as it is to show the samples. We want you to order a few of these for trial. Send a picture of yourself or your wife, your daughter, or your sweetheart or your mother, and allow us to make one for which we will charge you 50c. We will prove to you then how good they are and how easily you can take orders for them and how well they deliver.

Sizes of Pillow Tops and Prices

We make two sizes of these pillow tops—18x18, 50c, and 22x22, 75c; 10c extra by mail.

The above sizes are very popular and are used in most homes. The 18x18 answers ordinary purposes, but where the lady desires to make an extra large pillow she orders the 22x22. Single copies mailed cost 10c extra.

Four Samples in a Roll ^{All} Complete \$1.50

We furnish four samples, put up in a roll (see page 28 for description or roll). The samples will be the regular size of the pillow top, viz., 18x18, and the cloth will be in four colors—white, blue, yellow and pink. We furnish tops on any four of the colors named. We find that these are the best colors for the purpose and generally suit the average person.

The price of the samples to you, to get you started at once, is \$1.50, if mailed \$1.80. Remember, you get four pillow tops and the regular roll.

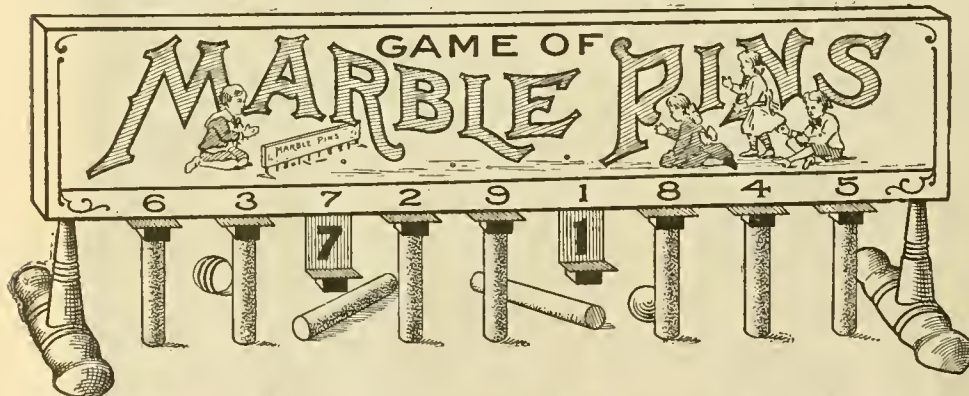
The wholesale price of each top is 50 cents and the value of a roll empty is about \$1.00, making about \$3.00 in all, but we desire you to order at once and will take \$1.50 for a complete outfit.

We make silk and satin Sofa Pillow Tops. Satin is furnished in all four colors; Silk in white only.

Silk, size 22x22 each \$1.25
10c extra by mail

Satin, size 19x19, each \$1.25
10c extra by mail

GREAT NATIONAL GAME



FOR BOYS AND GIRLS

Made collapsible, packs in neat box, Marble-Pins 16 inches long, 3 inches wide and 6 inches high, stands on legs and bases, instantly adjusted for playing or as quickly taken apart and returned to box. PLAYED INDOORS OR OUT, ON FLOOR, TABLE OR GROUND.

Our Low Prices for Games Only

1 by mail for sample.....	\$0.35
6 by express	1.20
12 by express	1.80

Every Child Wants One Costs 15c, Sells for 50c to \$1

Description of Marble Pins

Marble-Pins partake of Bowling and Marbles. Nine pins support nine metallic slides upon which are nine numbers irregularly arranged as shown in illustration. When the pins are struck with a marble they are knocked down and the metal slide automatically registers the number made.

Each player has three shots, three marbles being provided for that purpose. The sum total of the three shots are added to each player's score. One hundred points make the game.

There are penalties for poor shots; rewards for good ones. All of which are fully explained in instructions on back of game.

New Selling Plans

Here is a plan to employ boys after school hours to work for you.

"Marble-Pins" appeal strongly to boys. They will gladly work for them if given a chance. Any bright boy can earn one in an afternoon. Many of our agents have hundreds of boys working for them at the same time.

How the Boys Earn the Premium

Supply each boy with four 16x20 Fac Simile Pastels without charge. Let him sell them for 25 cents each unframed. When he turns over to you \$1.00 he gets his Marble-Pins. The boy returns pictures or cash. Give each boy two or three days to sell his pictures. The plan will surprise you.

How You Order

Simply say send me Bargain No. 16. We then will send you 12 Marble-Pins and 48, 16x20 Fac Simile Pastels, for \$2.80.

For description Fac Simile Pastels, see catalogue.

This plan is new—It will work for you.

Frame Department

The Frame Department of a Portrait Company is of great importance. Portraits must be framed appropriately if best satisfaction is obtained. Great care is needed in selecting a frame suitable. In making up this catalogue and in selecting the 310 patterns of frames illustrated herein, we kept in mind the important fact that a high-grade portrait can be easily ruined, so far as its selling qualities are concerned, by an unsuitable frame.

New Patterns.

You will find in this book many patterns that have been carried in stock some time. The reason is they are good sellers, so much so that it has been deemed unwise to discontinue them. You will find, however, a great number of new patterns, something like seventy-five or one hundred all told. These patterns are the latest and were designed especially to suit certain purposes and more particularly the portrait trade. You will find that a number of these harmonize with different grades of portraits or different kinds of pictures and we have attempted in various places to recommend certain of these for particular purposes.

Frames suitable for Sheet Pictures.

We have not been unmindful of the fact that the life of a sheet picture depends upon the framing of it. We have included in the line all patterns that are especially adapted and particularly suited to the various eight or nine hundred kinds of sheet pictures illustrated in this book. You will

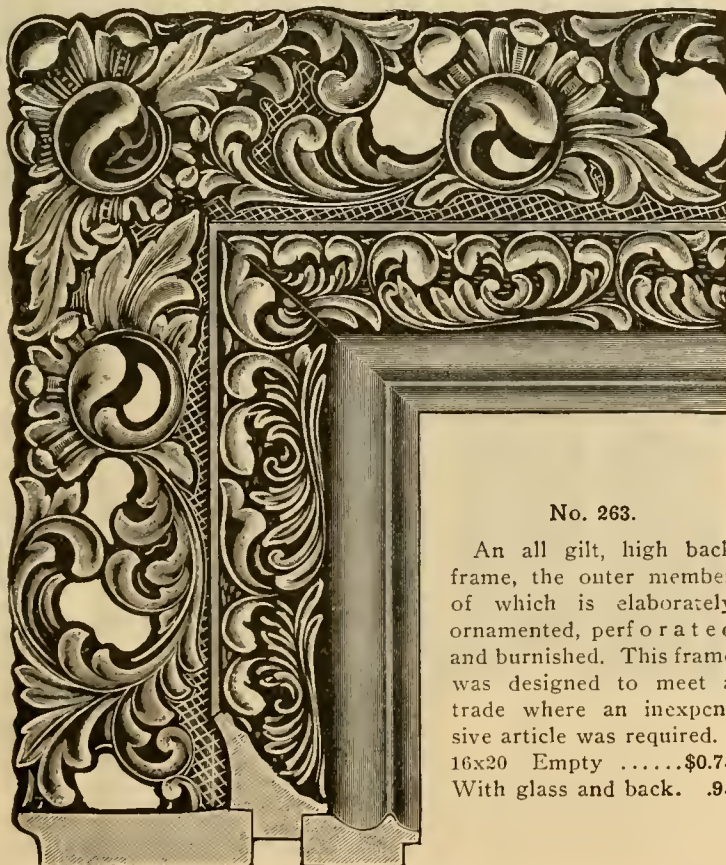
find sizes to fit any sheet picture and in addition we undertake to make odd-size frames from the one hundred and seventy-five patterns of moulding shown in the back part of this catalogue.

Over 40,000 Frames on hand, ready to be shipped.

Our recent inventory revealed the fact that we had on hand in the various sizes and finishes ready to be shipped, more than 40,000 picture frames. We keep in stock all frames illustrated in this book. We do not wait until the orders are received before making arrangements to fill them, but always carry stock sufficient to meet all demands and for that reason, we can fill any ordinary order for frames within 12 to 24 hours provided, of course, odd sizes are not included, in which case longer time is required.

The importance of a big stock to the agent.

Imagine for a moment the house that carries no stock, which undertakes to buy frames after the order has been received, and there are many in this and other cities that do this, as you well know. Frame factories, as a matter of fact, can not and will not undertake to make deliveries under ten, fifteen, or even thirty days. Now then, the fellow who does not have any stock and is dependent upon a factory to fill his orders, is up against "a hard game." A wide-awake and successful agent will take no chances of having his deliveries ruined, therefore, we feel that the facts set forth in this article are well worth considering and we ask our friends and patrons to be governed accordingly.



No. 263.

An all gilt, high back frame, the outer member of which is elaborately ornamented, perforated and burnished. This frame was designed to meet a trade where an inexpensive article was required.
16x20 Empty\$0.75
With glass and back. .95



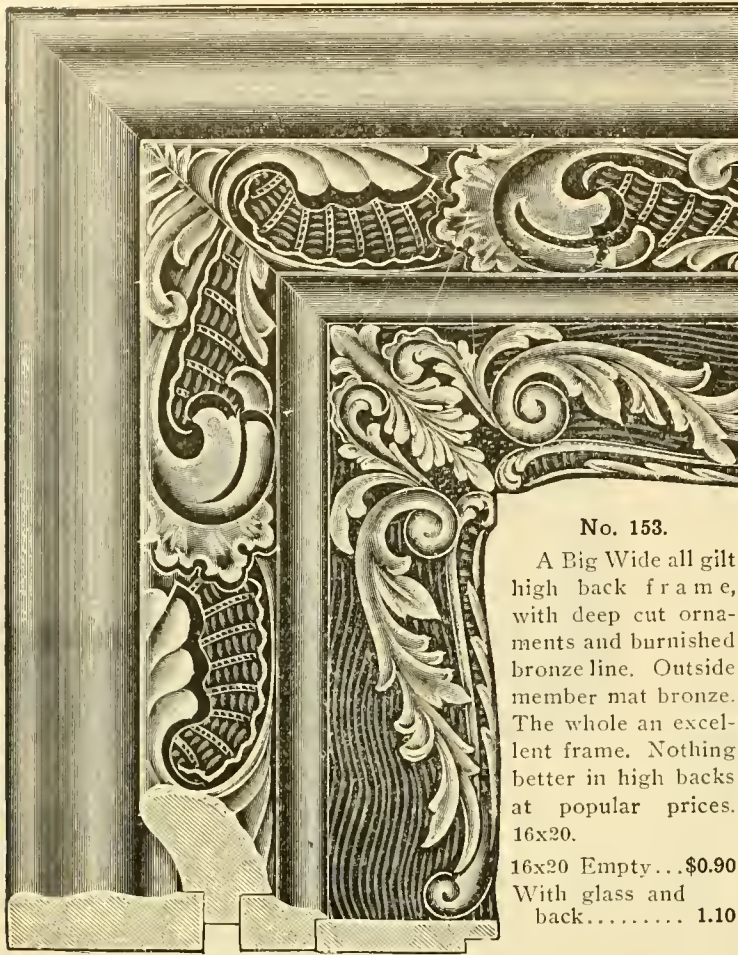
No. 160.

Five inches wide. The outside member is 3 inches wide. Florentine pattern, followed by 1-inch hollow burnish, and 1-inch ornamented lining, and hand laid corners, finished in gilt.

PRICE:

16x20 Empty.....	\$0.60	With glass and back.....	\$0.80
18x22 Empty.....	.65	With glass and back.....	.95
20x24 Empty.....	.75	With glass and back.....	1.05

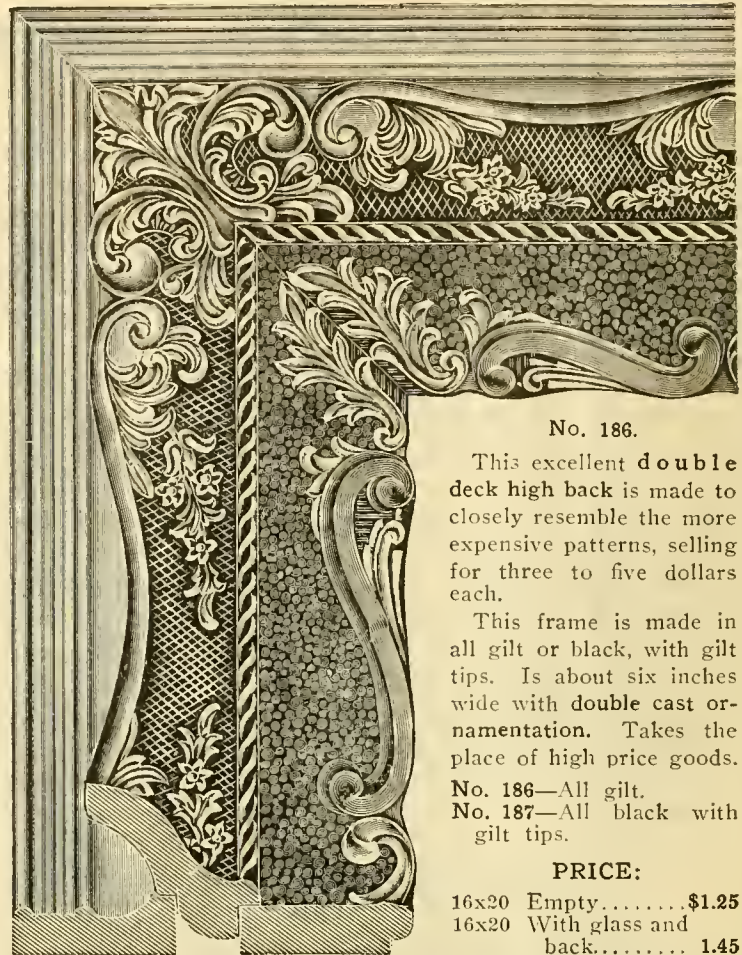
This new pattern is quite attractive. It's a good seller and big bargain. Our customers will make no mistake in ordering.



No. 153.

A Big Wide all gilt high back frame, with deep cut ornaments and burnished bronze line. Outside member mat bronze. The whole an excellent frame. Nothing better in high backs at popular prices. 16x20.

16x20 Empty...\$0.90
With glass and back..... 1.10



No. 186.

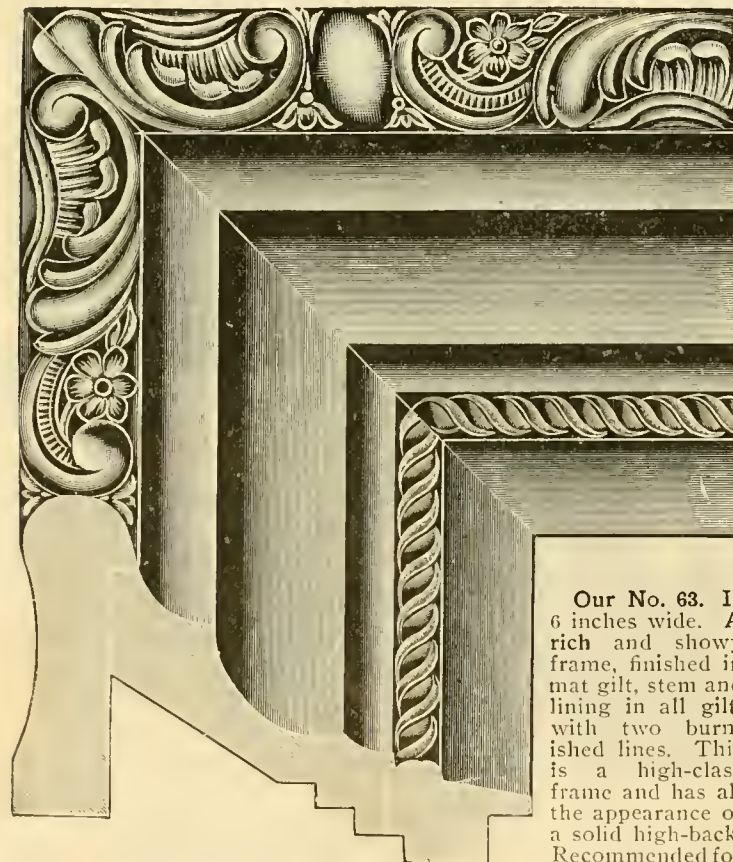
This excellent double deck high back is made to closely resemble the more expensive patterns, selling for three to five dollars each.

This frame is made in all gilt or black, with gilt tips. Is about six inches wide with double cast ornamentation. Takes the place of high price goods.

No. 186—All gilt.
No. 187—All black with gilt tips.

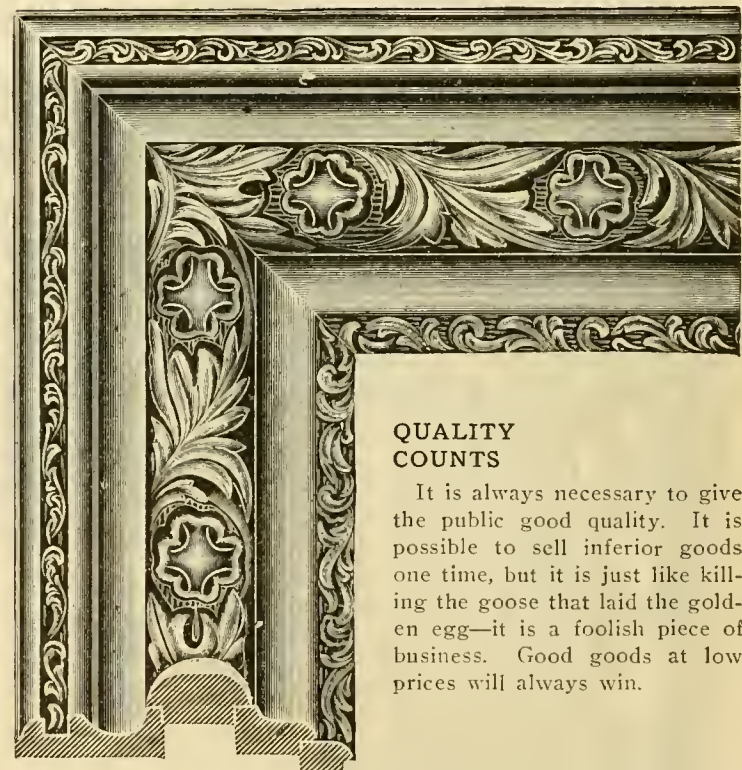
PRICE:

16x20 Empty.....\$1.25
16x20 With glass and back..... 1.45



Our No. 63. Is 6 inches wide. A rich and showy frame, finished in mat gilt, stem and lining in all gilt, with two burnished lines. This is a high-class frame and has all the appearance of a solid high-back. Recommended for fine portraits or

expensive paintings. Price each, 16x20, empty.....\$1.50
With glass and back..... 1.70



QUALITY COUNTS

It is always necessary to give the public good quality. It is possible to sell inferior goods one time, but it is just like killing the goose that laid the golden egg—it is a foolish piece of business. Good goods at low prices will always win.

Our No. 60. This frame represents one of our new patterns, and is about 6 inches wide, made of four pieces, as shown, finished in all gilt. We recommend this especially for portraits, or where something new or artistic is wanted. The deep cut flowers of the stem distinguish the frame.

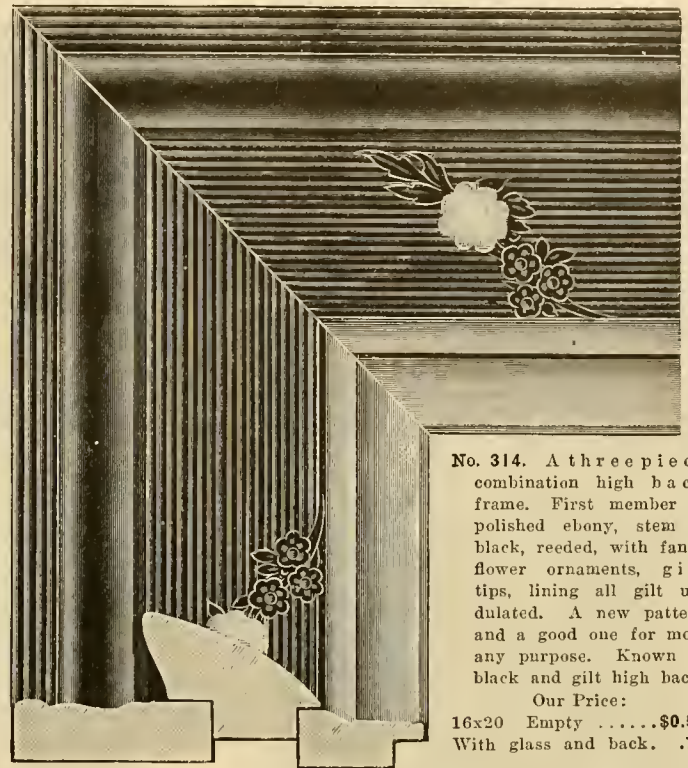
Our price, 16x20, empty.....\$0.90
With glass and back..... 1.10



No. 316. A new frame, designed especially for sheet pictures, including our great religious line. Frame made of all gilt moulding, two inches wide, beaded, has fancy brass ornaments on corners. A great frame for the money. Size only, 16x20.

Our Price:

16x20 Empty\$0.25
With glass and back..... .45



No. 314. A three piece combination high back frame. First member is polished ebony, stem is black, reeded, with fancy flower ornaments, gilt tips, lining all gilt undulated. A new pattern and a good one for most any purpose. Known as black and gilt high back.

Our Price:

16x20 Empty\$0.55
With glass and back. .75

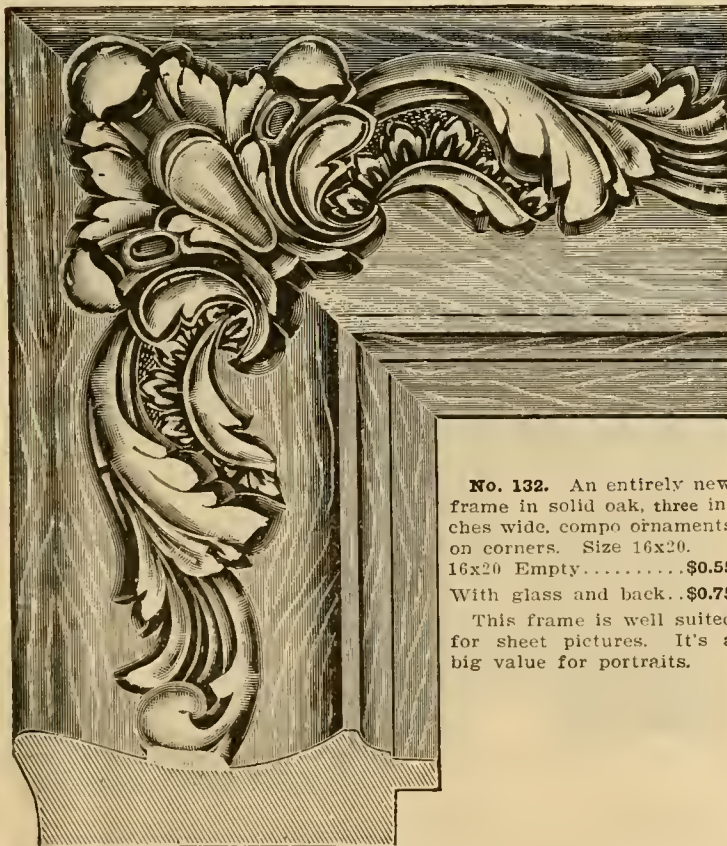
Honest Goods at Reasonable Prices

It is the policy of this house to give honest goods at reasonable prices, which in some instances make our goods seem higher than those priced and sold by some unreliable companies. Seventeen long years in business should be worth something to the purchaser. Our reputation is at stake on anything we sell.

The Aim of this Institution

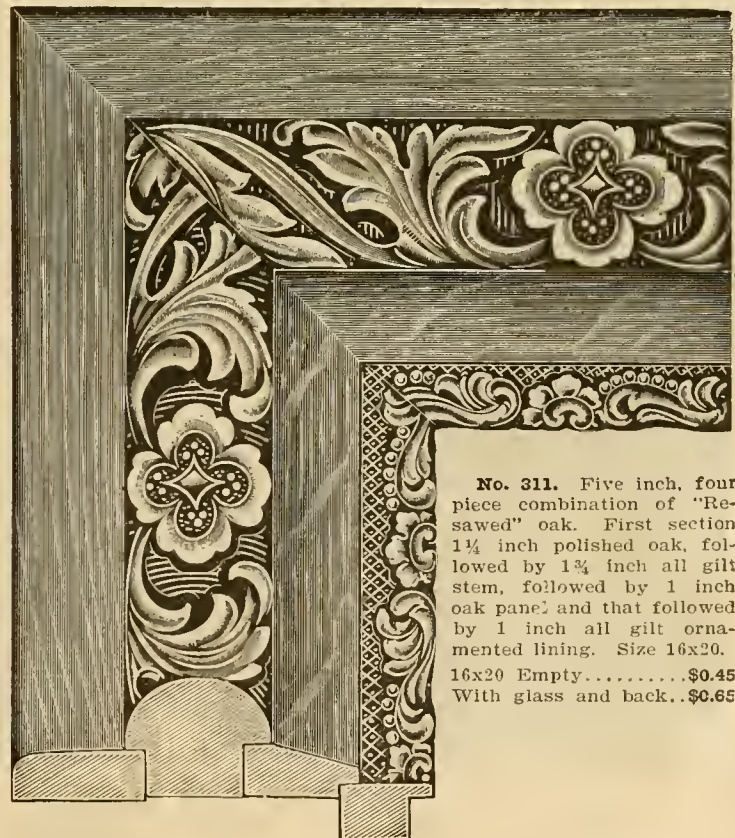
It is the constant endeavor of the Consolidated Portrait & Frame Company, to keep abreast with the times, and to offer friends and patrons the latest goods at the most popular price to be found on the market. Consult the Consolidated, when in doubt.

Honesty, Quality, Promptness are the three principles upon which our business stands. Without these lasting success is impossible—with them any man may succeed.

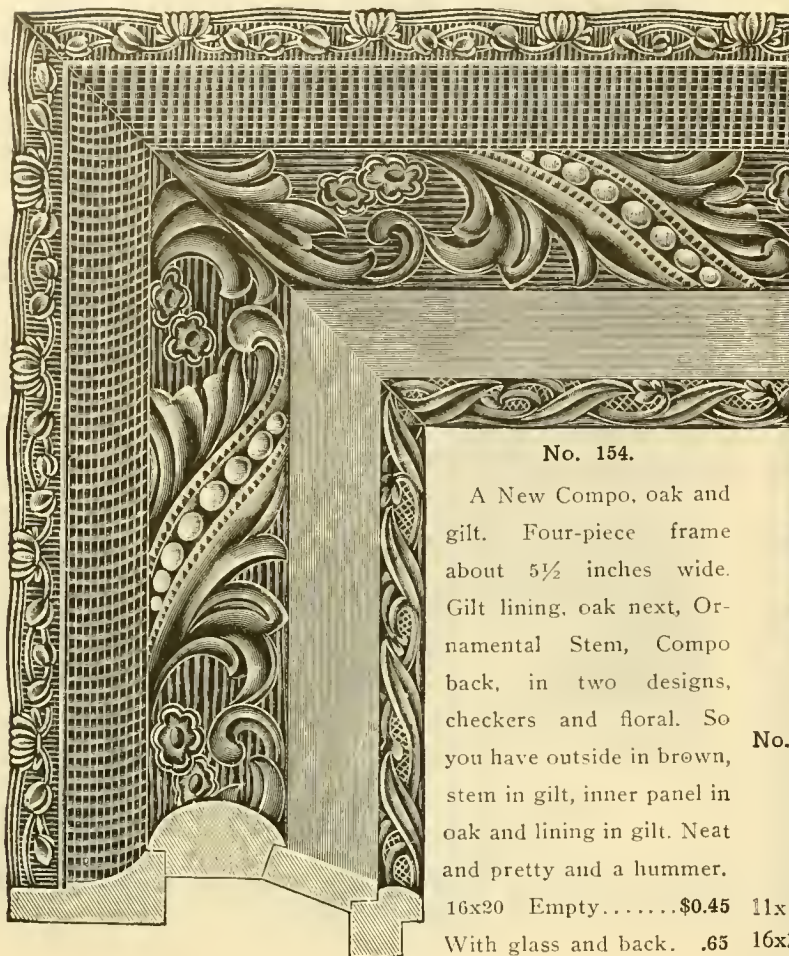


No. 132. An entirely new frame in solid oak, three inches wide, compo ornaments on corners. Size 16x20.
16x20 Empty.....\$0.55
With glass and back..\$0.75

This frame is well suited for sheet pictures. It's a big value for portraits.



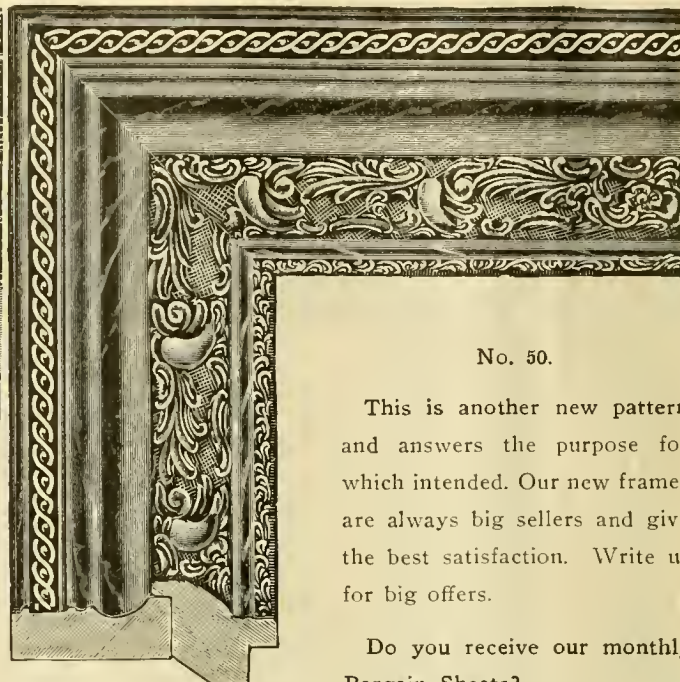
No. 311. Five inch, four piece combination of "Re-sawed" oak. First section 1 1/4 inch polished oak, followed by 1 3/4 inch all gilt stem, followed by 1 inch oak panel and that followed by 1 inch all gilt ornamented lining. Size 16x20.
16x20 Empty.....\$0.45
With glass and back..\$0.65



No. 154.

A New Compo, oak and gilt. Four-piece frame about 5½ inches wide. Gilt lining, oak next, Ornamental Stem, Compo back, in two designs, checkers and floral. So you have outside in brown, stem in gilt, inner panel in oak and lining in gilt. Neat and pretty and a hummer.

16x20 Empty.....\$0.45
With glass and back. .65



No. 50.

This is another new pattern and answers the purpose for which intended. Our new frames are always big sellers and give the best satisfaction. Write us for big offers.

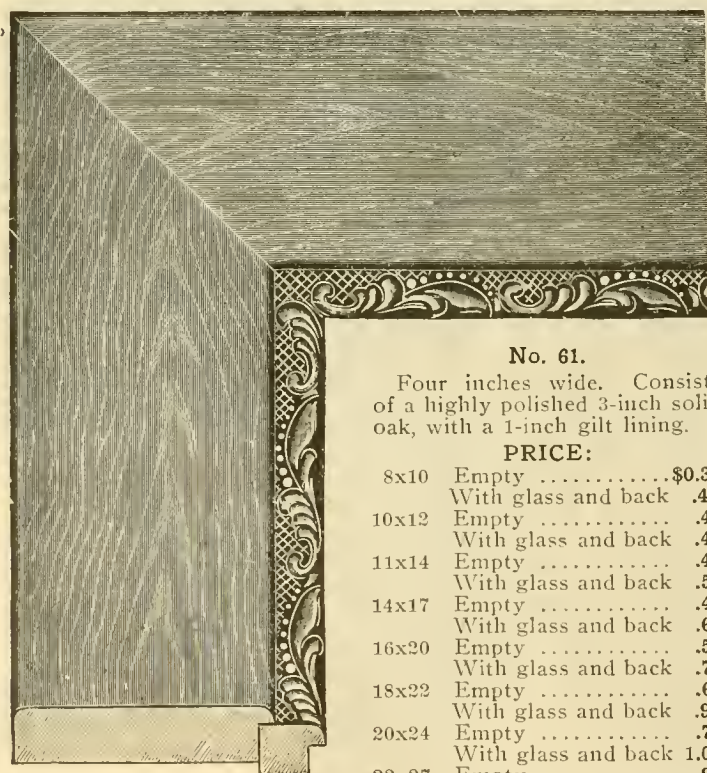
Do you receive our monthly Bargain Sheets?

No. 50. 4½ inches wide; outside 3 inches; shaded oak finish, with ornament on outer edge; inside member 1½ inches shell, finished in gilt, giving a depth that adds beauty to its general appearance, making a good seller, owing to the very pleasing effect.

11x14 Empty.....\$0.35
16x20 Empty......40
With glass and back....\$0.45
With glass and back.... .60

Of Great Importance To Our Customers

Odd-sized frames are made from all mouldings shown in this book. From these we will cut and make any size frame wanted. You will find many pictures to frame, and can just as well do it, making a handsome profit from each sale.



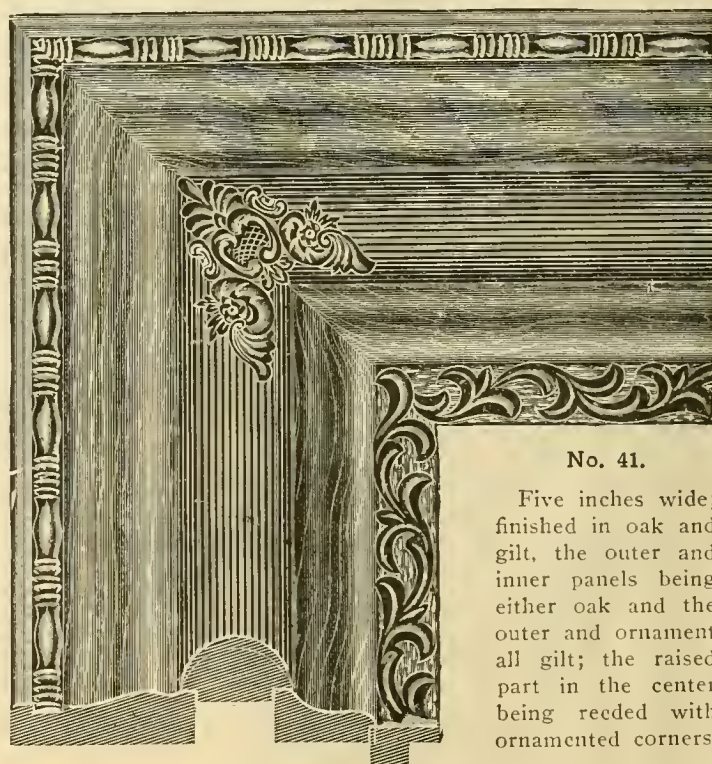
No. 61.

Four inches wide. Consists of a highly polished 3-inch solid oak, with a 1-inch gilt lining.

PRICE:

8x10 Empty\$0.35
With glass and back .40
10x12 Empty40
With glass and back .47
11x14 Empty45
With glass and back .55
14x17 Empty48
With glass and back .63
16x20 Empty50
With glass and back .70
18x22 Empty60
With glass and back .90
20x24 Empty70
With glass and back 1.03
22x27 Empty90
With glass and back 1.35
25x30 Empty 1.00
With glass and back 1.72

30x40 Empty\$1.50
With glass and back 2.50

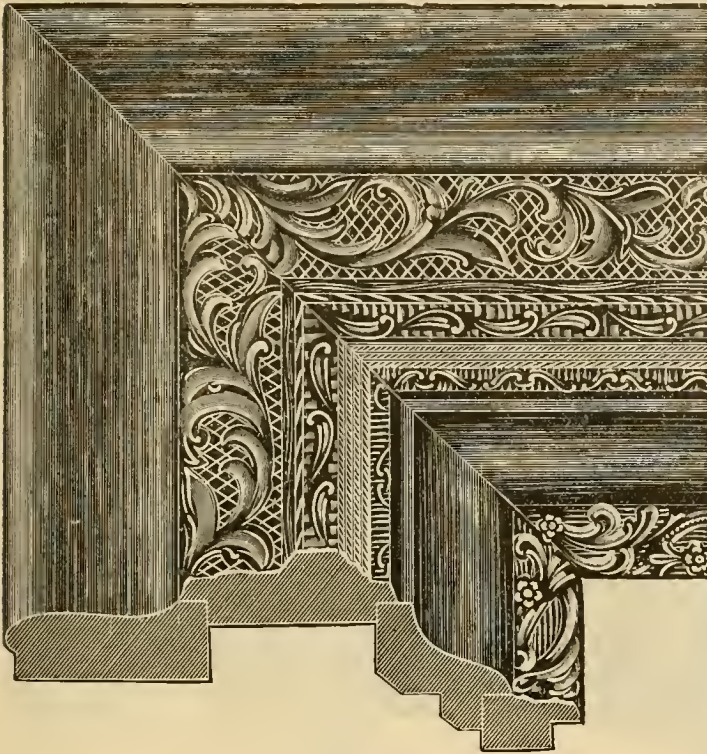


No. 41.

Five inches wide; finished in oak and gilt, the outer and inner panels being either oak and the outer and ornament all gilt; the raised part in the center being reeded with ornamented corners.

PRICE:

16x20 Empty.....\$0.75
20x24 Empty......90
With glass and back....\$0.95
With glass and back.....1.26



No. 52. SHOWY FRAME.

No. 52. About 6 inches wide. The outside is oak, highly polished, and is 2 inches wide. The raised center is carved on both edges and finished in gilt, with a 1½-inch hollow oak or ash panel and 1-inch gilt lining on the inside. Our leader among the quick sellers and medium priced frames. Is a big improvement on the ordinary stem frames. Don't fail to get prices on car lots.

PRICE:

8x10 Empty.....	\$0.35	With glass and back.....	\$0.40
10x12 Empty.....	.40	With glass and back.....	.47
11x14 Empty.....	.45	With glass and back.....	.55
14x17 Empty.....	.48	With glass and back.....	.63
16x20 Empty.....	.50	With glass and back.....	.70
18x22 Empty.....	.60	With glass and back.....	.90
20x24 Empty.....	.70	With glass and back.....	1.06
22x27 Empty.....	.90	With glass and back.....	1.35
25x30 Empty.....	1.00	With glass and back.....	1.72
30x40 Empty.....	1.50	With glass and back.....	2.50



No. 39—Black.

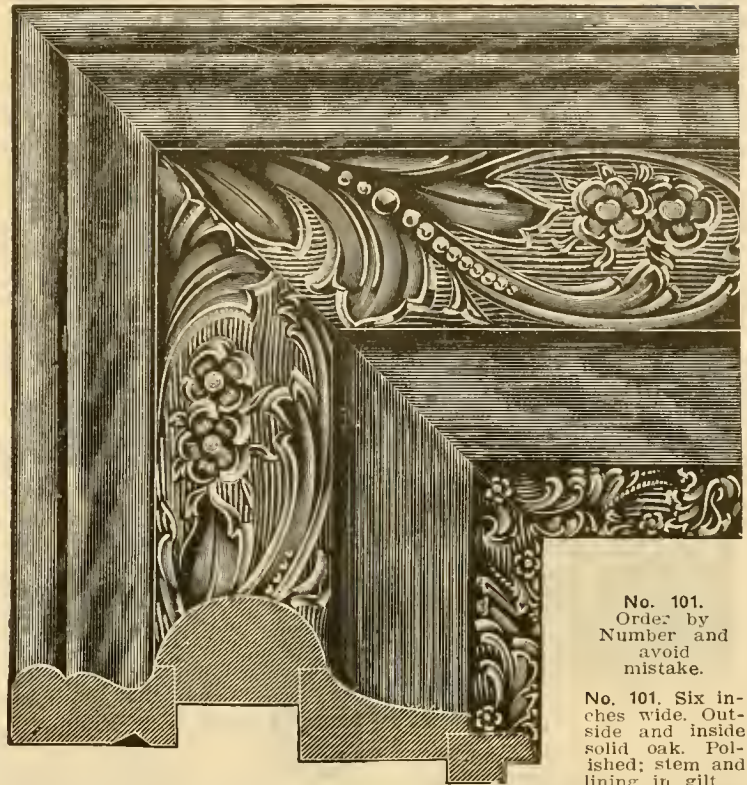
No. 40—Gilt.

Three inches wide. Made in solid gilt with ornamented line on front edge; polished ebony bead on the back and brass ornaments on the corners.

PRICE:

16x20 Empty.....	\$0.60
With glass and back..	.80

This frame has proven a good seller—far more than we ever hoped. One order calls for more, and one customer recommends to others. You should try a few. Send 'em back if not O. K.



No. 101.
Order by
Number and
avoid
mistake.

No. 101. Six inches wide. Outside and inside solid oak. Polished; stem and lining in gilt.

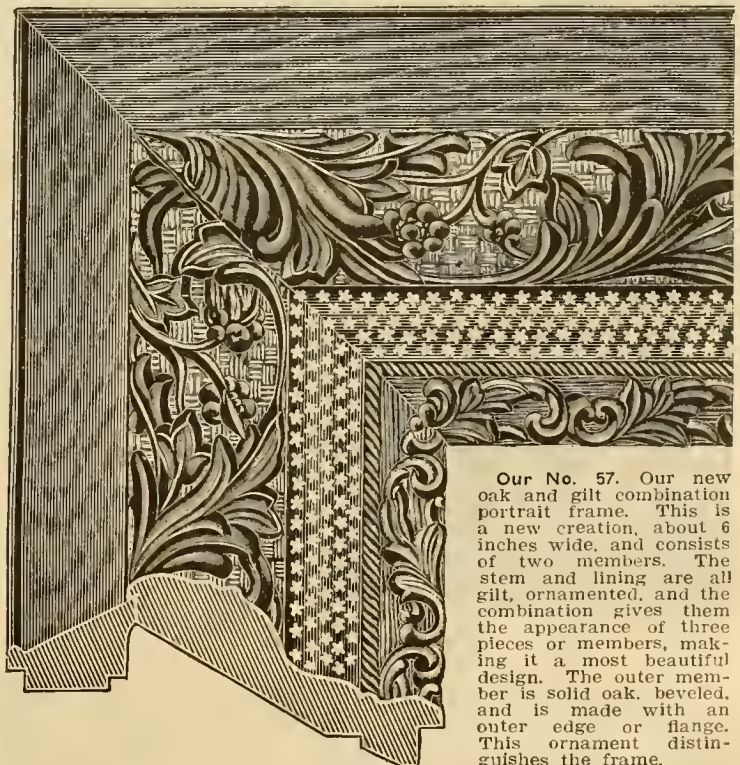
No. 102. Same as No. 101, with steel stem and line.

PRICE:

8x10 Empty.....	\$0.35	With glass and back.....	\$0.40
10x12 Empty.....	.40	With glass and back.....	.47
11x14 Empty.....	.45	With glass and back.....	.55
14x17 Empty.....	.48	With glass and back.....	.63
16x20 Empty.....	.50	With glass and back.....	.70
18x22 Empty.....	.60	With glass and back.....	.90
20x24 Empty.....	.70	With glass and back.....	1.06
22x27 Empty.....	.90	With glass and back.....	1.35
25x30 Empty.....	1.00	With glass and back.....	1.72
30x40 Empty.....	1.50	With glass and back.....	2.50

OUR LETTER OF CREDIT PLAN.

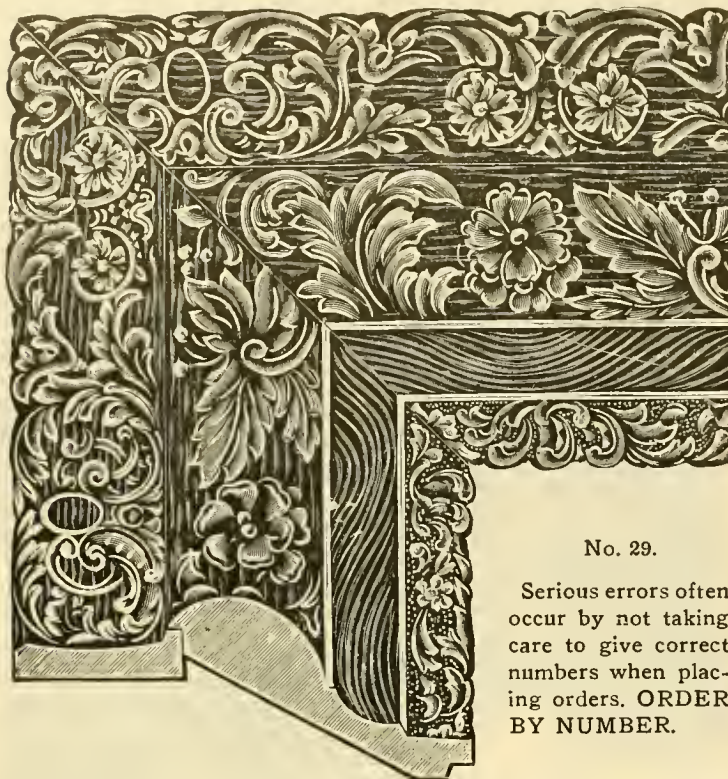
To those who wish it we ship goods on 30 days' time, giving them an opportunity to make deliveries and collections, etc., before paying for the goods. Full particulars for the asking.



Our No. 57. Our new oak and gilt combination portrait frame. This is a new creation, about 6 inches wide, and consists of two members. The stem and lining are all gilt, ornamented, and the combination gives them the appearance of three pieces or members, making it a most beautiful design. The outer member is solid oak, beveled, and is made with an outer edge or flange. This ornament distinguishes the frame.

PRICE:

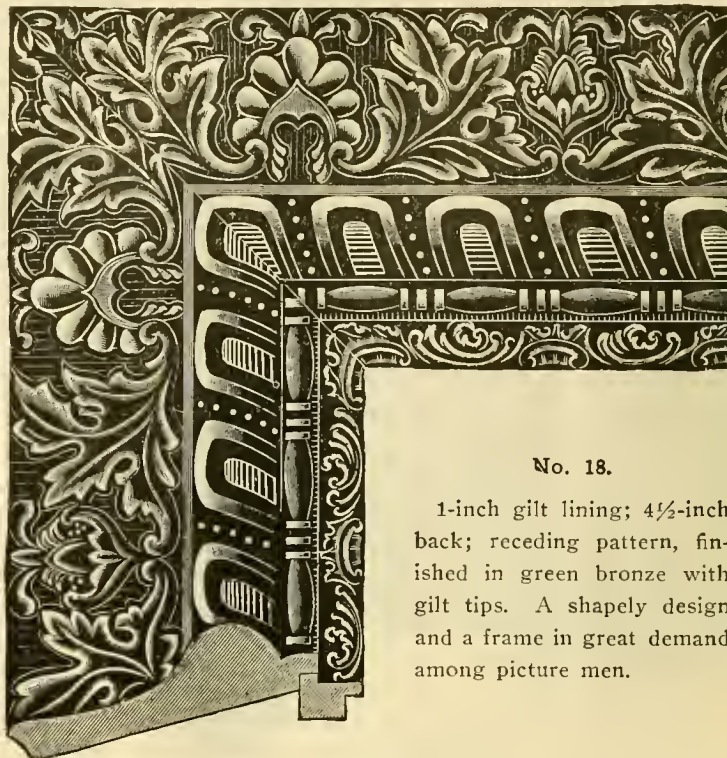
16x20 Empty.....	\$0.45	With glass and back.....	\$0.65
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No. 29.

Serious errors often occur by not taking care to give correct numbers when placing orders. **ORDER BY NUMBER.**

No. 29. Six inches wide, face measure; outside member 2 inches wide, highly ornamented and finished in green with gilt tips, or white and gold with a variety of shades on outer edge. The inside member is 4 inches, beautifully ornamented and finished in all gilt. This combination and design having been perfected by a celebrated artist in this line, its selling qualities are assured. Price, size 16x20, empty.....50c With glass and back.....70c



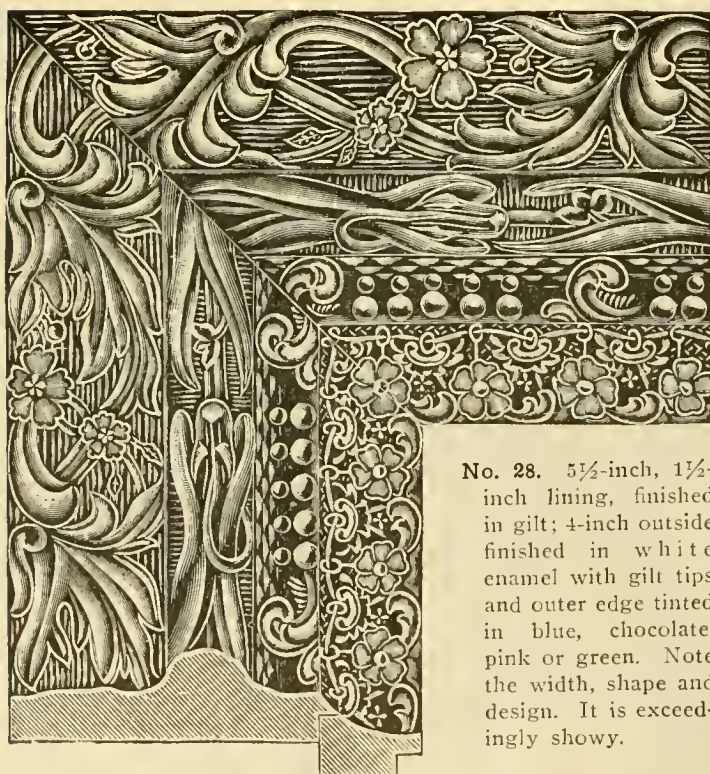
No. 18.

1-inch gilt lining; 4½-inch back; receding pattern, finished in green bronze with gilt tips. A shapely design and a frame in great demand among picture men.

PRICE:

14x17	Empty.....	\$0.35	With glass and back.....	\$0.50
16x20	Empty.....	.40	With glass and back.....	.60
18x22	Empty.....	.45	With glass and back.....	.75
20x24	Empty.....	.55	With glass and back.....	.91

Goods well bought are half sold. Goods well bought and delivered promptly are sold twice. We ship on time.

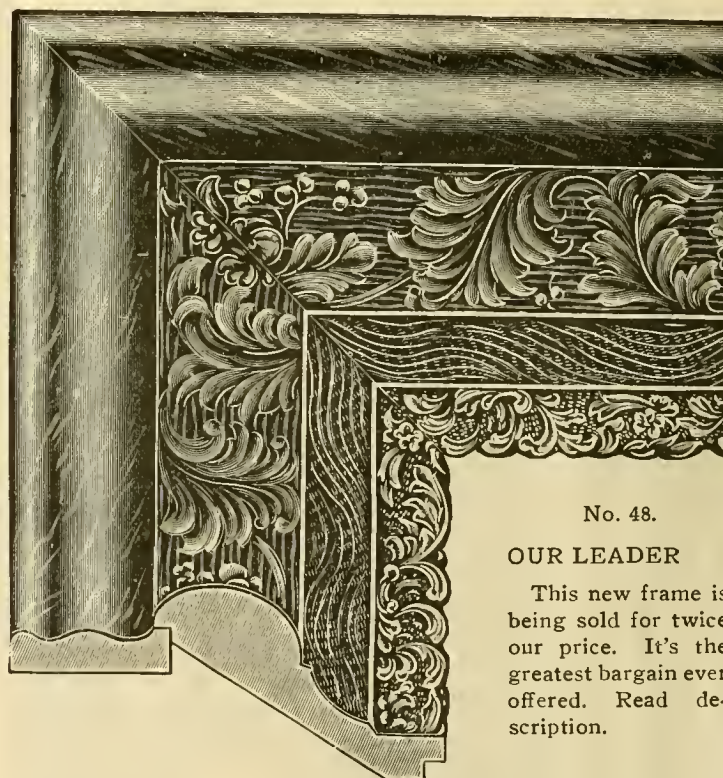


No. 28. 5½-inch, 1½-inch lining, finished in gilt; 4-inch outside finished in white enamel with gilt tips and outer edge tinted in blue, chocolate, pink or green. Note the width, shape and design. It is exceedingly showy.

PRICE:

14x17	Empty.....	\$0.35	With glass and back.....	\$0.50
16x20	Empty.....	.40	With glass and back.....	.60
20x24	Empty.....	.50	With glass and back.....	.86

It is better to take no chances. Buy your goods from a house whose continued record for years is unquestioned. We were established in 1891.



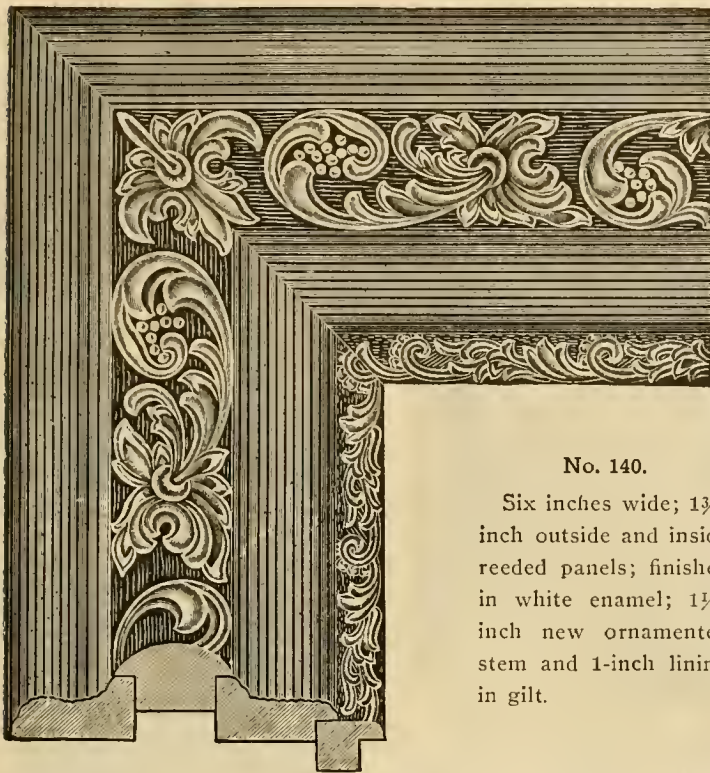
No. 48.

OUR LEADER

This new frame is being sold for twice our price. It's the greatest bargain ever offered. Read description.

No. 48. About 5½ inches wide; outside 2 inches; oak finish, beautifully ornamented and highly polished; inside member 3½ inches; deep shell, handsomely ornamented and finished in all gilt; an artistic combination, designed for the portrait trade.

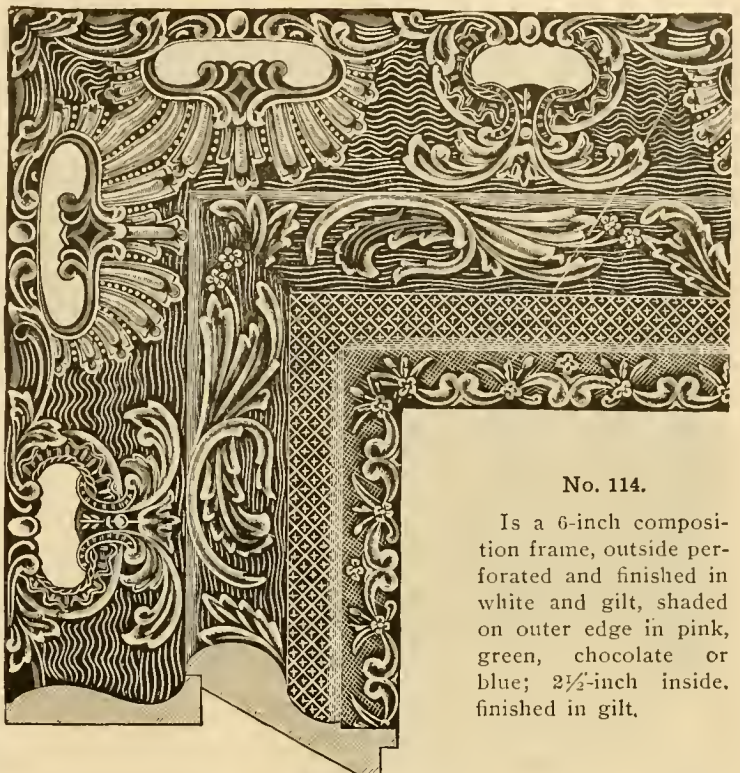
Price, size 16x20, empty.....	\$0.45
With glass and back.....	.65



No. 140.

Six inches wide; $1\frac{3}{4}$ -inch outside and inside reeded panels; finished in white enamel; $1\frac{1}{2}$ -inch new ornamented stem and 1-inch lining in gilt.

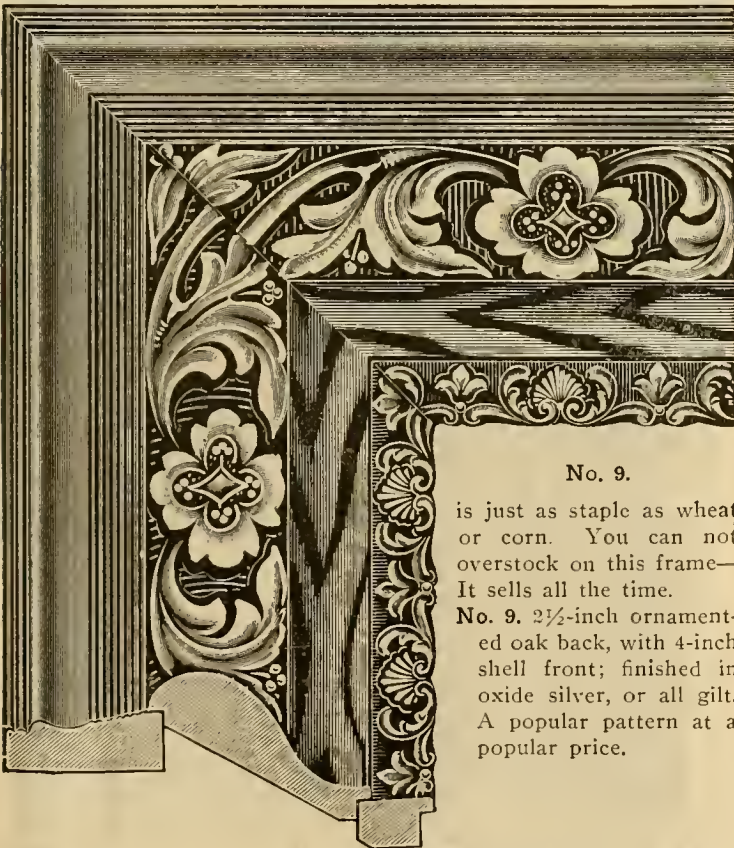
8x10 Empty	.....\$0.35	With glass and back	.....\$0.40
10x12 Empty	......40	With glass and back	......47
11x14 Empty	......45	With glass and back	......55
14x17 Empty	......48	With glass and back	......63
16x20 Empty	......50	With glass and back	......70
18x22 Empty	......60	With glass and back	......90
20x24 Empty	......70	With glass and back	.....1.06
22x27 Empty	......90	With glass and back	.....1.35
25x30 Empty	.....1.00	With glass and back	.....1.72
30x40 Empty	.....1.50	With glass and back	.....2.50



No. 114.

Is a 6-inch composition frame, outside perforated and finished in white and gilt, shaded on outer edge in pink, green, chocolate or blue; $2\frac{1}{2}$ -inch inside, finished in gilt.

8x10 Empty	.....\$0.35	With glass and back	.....\$0.40
10x12 Empty	......40	With glass and back	......47
11x14 Empty	......45	With glass and back	......55
14x17 Empty	......48	With glass and back	......63
16x20 Empty	......50	With glass and back	......70
18x22 Empty	......60	With glass and back	......90
20x24 Empty	......70	With glass and back	.....1.06
22x27 Empty	......90	With glass and back	.....1.35
25x30 Empty	.....1.00	With glass and back	.....1.72
30x40 Empty	.....1.50	With glass and back	.....2.50

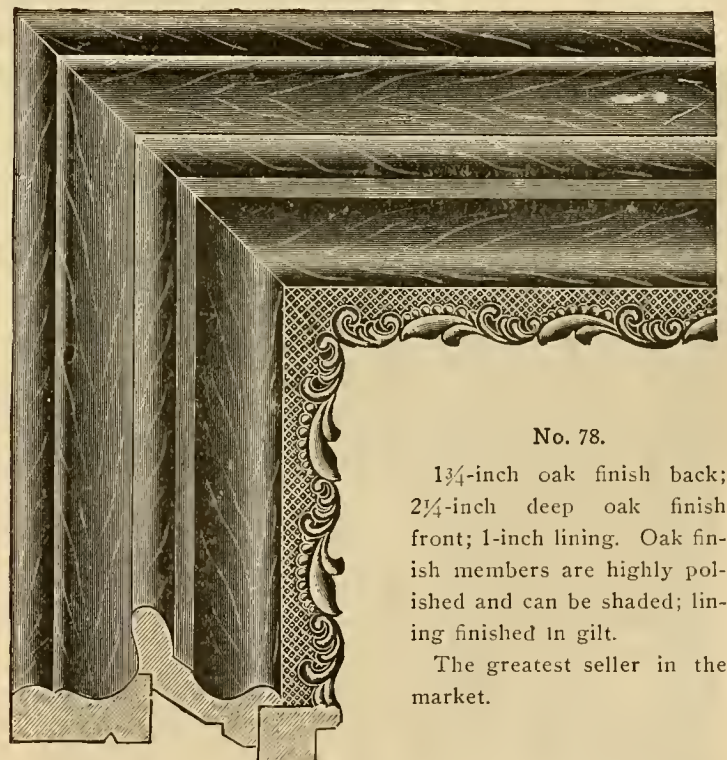


No. 9.

is just as staple as wheat or corn. You can not overstock on this frame—It sells all the time.

No. 9. $2\frac{1}{2}$ -inch ornamented oak back, with 4-inch shell front; finished in oxide silver, or all gilt. A popular pattern at a popular price.

8x10 Empty	.....\$0.35	With glass and back	.....\$0.40
10x12 Empty	......40	With glass and back	......47
11x14 Empty	......45	With glass and back	......55
14x17 Empty	......48	With glass and back	......63
16x20 Empty	......50	With glass and back	......70
18x22 Empty	......60	With glass and back	......90
20x24 Empty	......70	With glass and back	.....1.06
22x27 Empty	......90	With glass and back	.....1.35
25x30 Empty	.....1.00	With glass and back	.....1.72
30x40 Empty	.....1.50	With glass and back	.....2.50



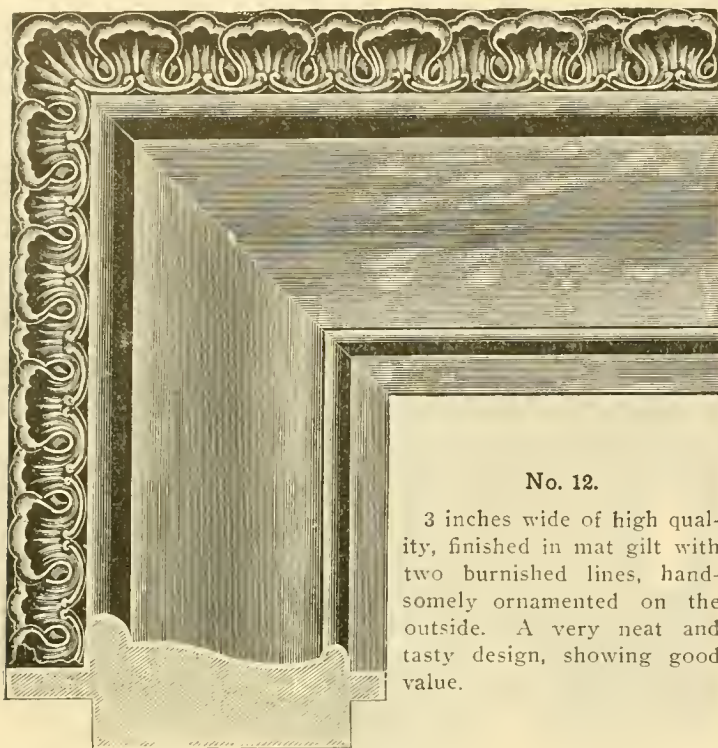
No. 78.

$1\frac{3}{4}$ -inch oak finish back; $2\frac{1}{4}$ -inch deep oak finish front; 1-inch lining. Oak finish members are highly polished and can be shaded; lining finished in gilt.

The greatest seller in the market.

A High Back Oak Finish is always in demand. Oak Furniture, Oak Frames, everything in Oak these times. You can not make a mistake by ordering this number.

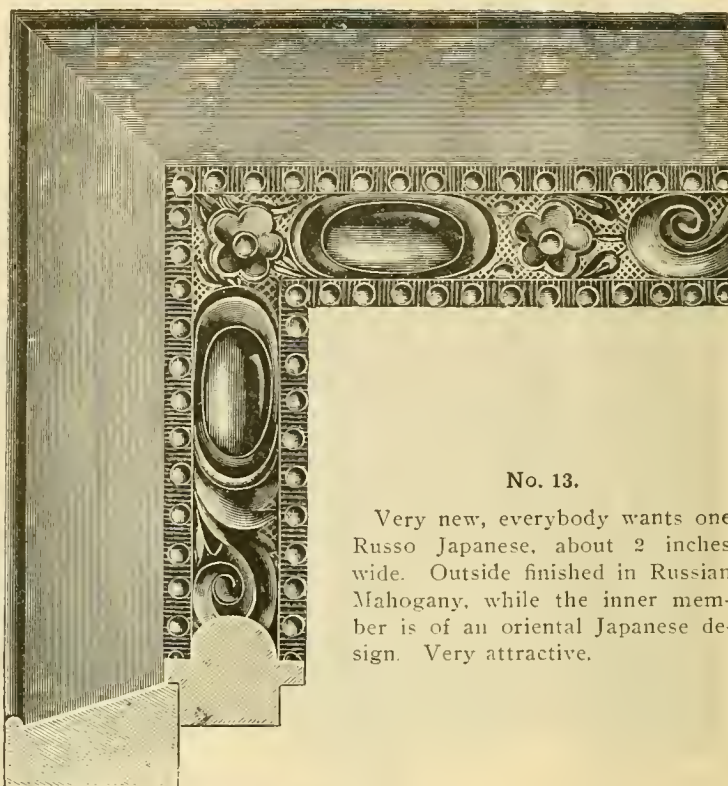
8x10 Empty	.....\$0.35	With glass and back	.....\$0.40
10x12 Empty	......40	With glass and back	......47
11x14 Empty	......45	With glass and back	......55
14x17 Empty	......48	With glass and back	......63
16x20 Empty	......50	With glass and back	......70
18x22 Empty	......60	With glass and back	......90
20x24 Empty	......70	With glass and back	.....1.06
22x27 Empty	......90	With glass and back	.....1.35
25x30 Empty	.....1.00	With glass and back	.....1.72
30x40 Empty	.....1.50	With glass and back	.....2.50



No. 12.

3 inches wide of high quality, finished in mat gilt with two burnished lines, handsomely ornamented on the outside. A very neat and tasty design, showing good value.

8x10 Empty.....	\$0.45	—with glass and back.....	\$0.50
10x12 " .....	.50	" " " " .....	.57
11x14 " .....	.55	" " " " .....	.65
14x17 " .....	.60	" " " " .....	.75
16x20 " .....	.75	" " " " .....	.90



No. 13.

Very new, everybody wants one Russo Japanese, about 2 inches wide. Outside finished in Russian Mahogany, while the inner member is of an oriental Japanese design. Very attractive.

8x10 Empty.....	\$0.18	—with glass and back.....	\$0.23
10x12 " .....	.21	" " " " .....	.28
11x14 " .....	.24	" " " " .....	.34
14x17 " .....	.27	" " " " .....	.42
16x20 " .....	.30	" " " " .....	.50

The growing demand for a narrow, attractive frame has called into existence these patterns "Red hot from the griddle."

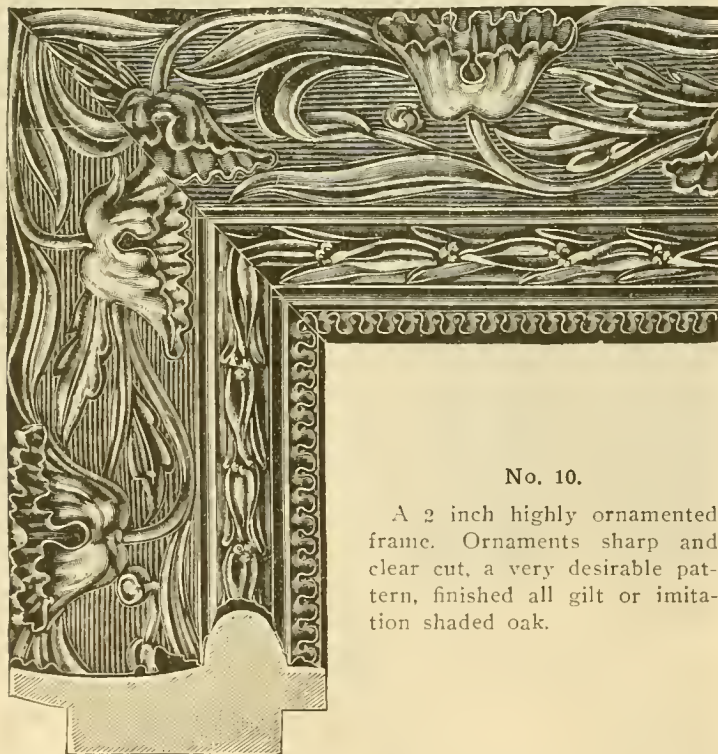
More than ten thousand diplomas were framed this season, many of which found their way into the four patterns shown hereon.

Not only "sheep skins" of all kinds but sheet pictures and a hoard of portraits were framed in these tasty and lasting crea-

tions.

Fellow agents: Wake up and try a few new ones. You must not get into a rut. Neither must you "rust," but "oil" your efforts and see how "slick" things will run.

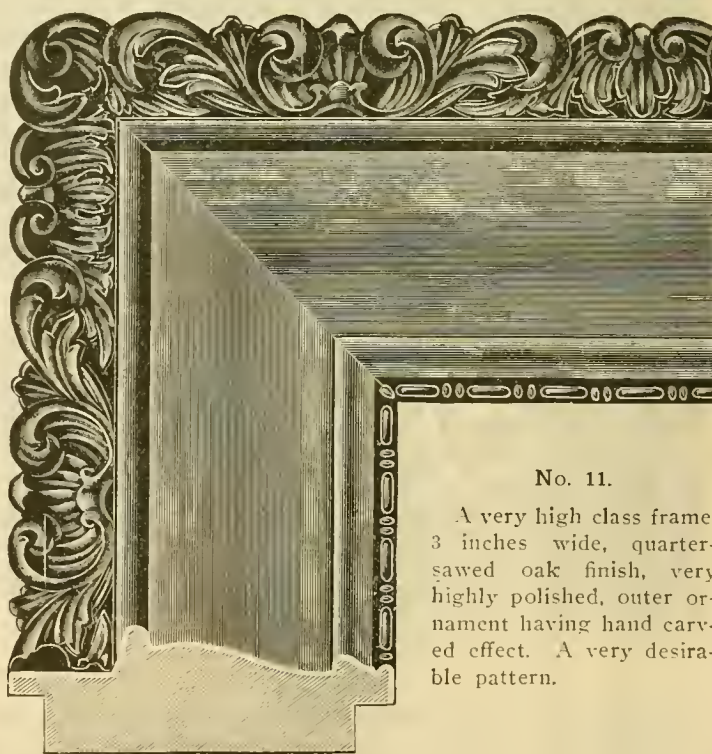
Also remember, our shoulder is to the wheel and if it can be turned, we, together, will make it hum.



No. 10.

A 2 inch highly ornamented frame. Ornaments sharp and clear cut, a very desirable pattern, finished all gilt or imitation shaded oak.

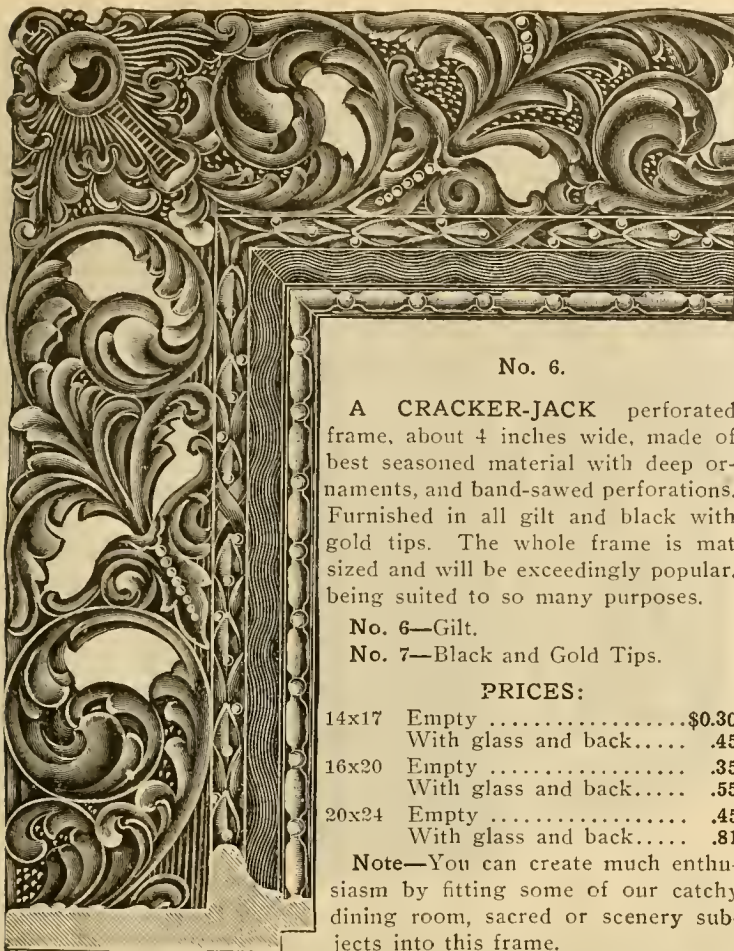
8x10 Empty.....	\$0.12	—with glass and back.....	\$0.17
10x12 " .....	.15	" " " " .....	.22
11x14 " .....	.18	" " " " .....	.28
14x17 " .....	.21	" " " " .....	.36
16x20 " .....	.25	" " " " .....	.45



No. 11.

A very high class frame, 3 inches wide, quarter-sawed oak finish, very highly polished, outer ornament having hand carved effect. A very desirable pattern.

8x10 Empty.....	\$0.35	—with glass and back.....	\$0.40
10x12 " .....	.40	" " " " .....	.47
11x14 " .....	.45	" " " " .....	.55
14x17 " .....	.50	" " " " .....	.65
16x20 " .....	.60	" " " " .....	.80



No. 6.

A CRACKER-JACK perforated frame, about 4 inches wide, made of best seasoned material with deep ornaments, and band-sawed perforations. Furnished in all gilt and black with gold tips. The whole frame is mat sized and will be exceedingly popular, being suited to so many purposes.

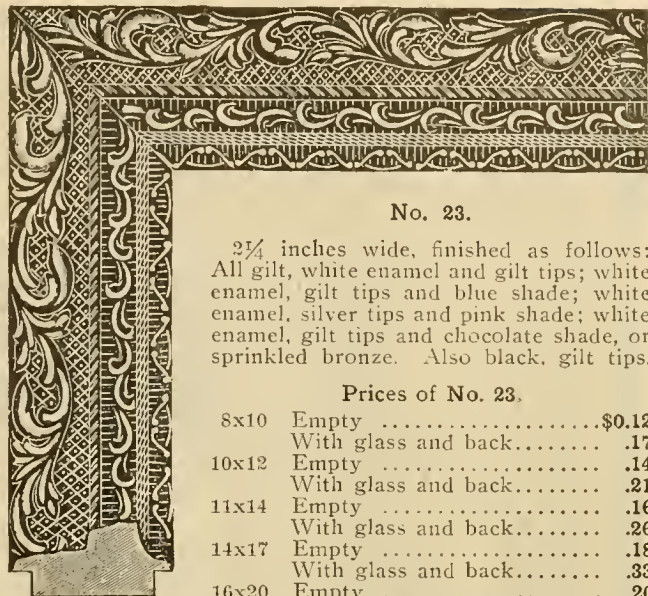
No. 6—Gilt.

No. 7—Black and Gold Tips.

PRICES:

14x17	Empty	\$0.30
	With glass and back.....	.45
16x20	Empty .....	.35
	With glass and back.....	.55
20x24	Empty .....	.45
	With glass and back.....	.81

Note—You can create much enthusiasm by fitting some of our catchy dining room, sacred or scenery subjects into this frame.



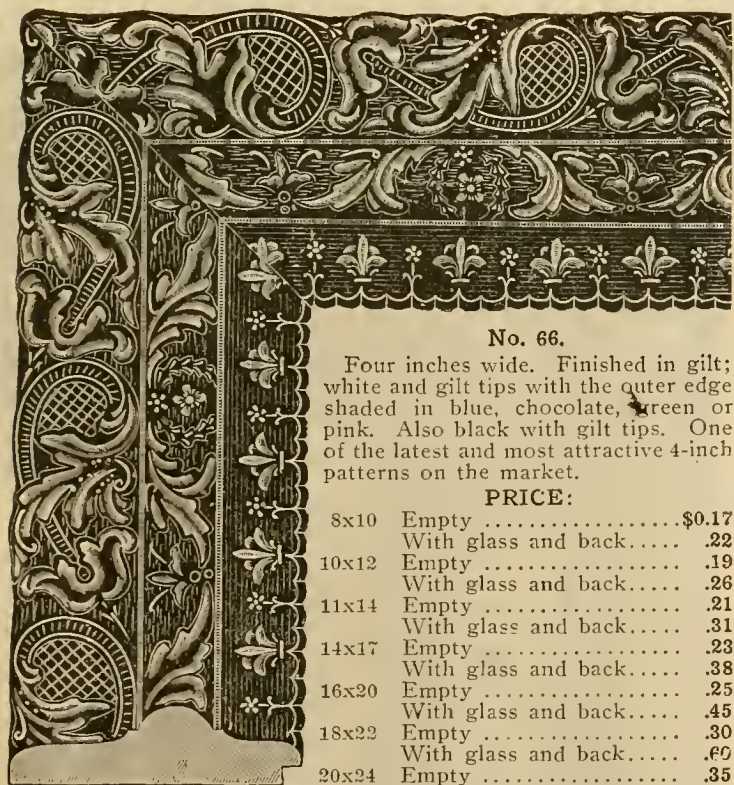
No. 23.

2 3/4 inches wide, finished as follows: All gilt, white enamel and gilt tips; white enamel, gilt tips and blue shade; white enamel, silver tips and pink shade; white enamel, gilt tips and chocolate shade, or sprinkled bronze. Also black, gilt tips.

Prices of No. 23.

8x10	Empty	\$0.12
	With glass and back.....	.17
10x12	Empty .....	.14
	With glass and back.....	.21
11x14	Empty .....	.16
	With glass and back.....	.26
14x17	Empty .....	.18
	With glass and back.....	.33
16x20	Empty .....	.20
	With glass and back.....	.40
16x22	Empty .....	.20
	With glass and back.....	.40
18x22	Empty .....	.25
	With glass and back.....	.55
20x24	Empty .....	.30
	With glass and back.....	.66

Frames on this page are strongly recommended for sheet pictures found in another portion of this book. We put it mildly when we state that thousands are sold annually by us. The framing of a sheet picture has much to do with its successful sale "We are frame doctors." Let us "treat" you, if you are sick with financial embarrassment.



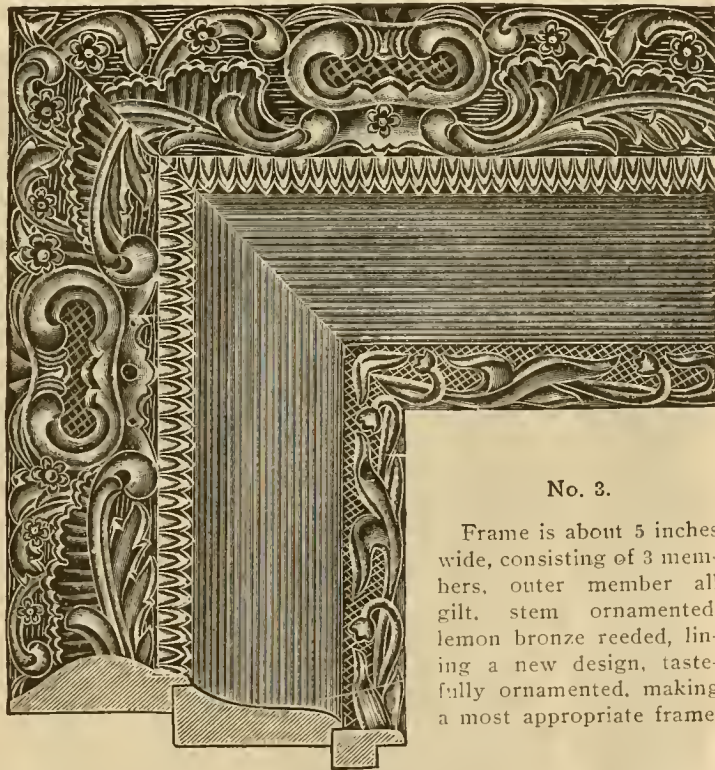
No. 66.

Four inches wide. Finished in gilt; white and gilt tips with the outer edge shaded in blue, chocolate, green or pink. Also black with gilt tips. One of the latest and most attractive 4-inch patterns on the market.

PRICE:

8x10	Empty	\$0.17
	With glass and back.....	.22
10x12	Empty .....	.19
	With glass and back.....	.26
11x14	Empty .....	.21
	With glass and back.....	.31
14x17	Empty .....	.23
	With glass and back.....	.38
16x20	Empty .....	.25
	With glass and back.....	.45
18x22	Empty .....	.30
	With glass and back.....	.60
20x24	Empty .....	.35
	With glass and back.....	.71

TO TRAVELING AGENTS—Nothing annoys and destroys like a delayed shipment. We know from long experience, both as salesmen and shippers, that goods must be delivered promptly if the salesman is to get best results. It is our sacred duty not to delay customers. It's up to you to prove this statement.



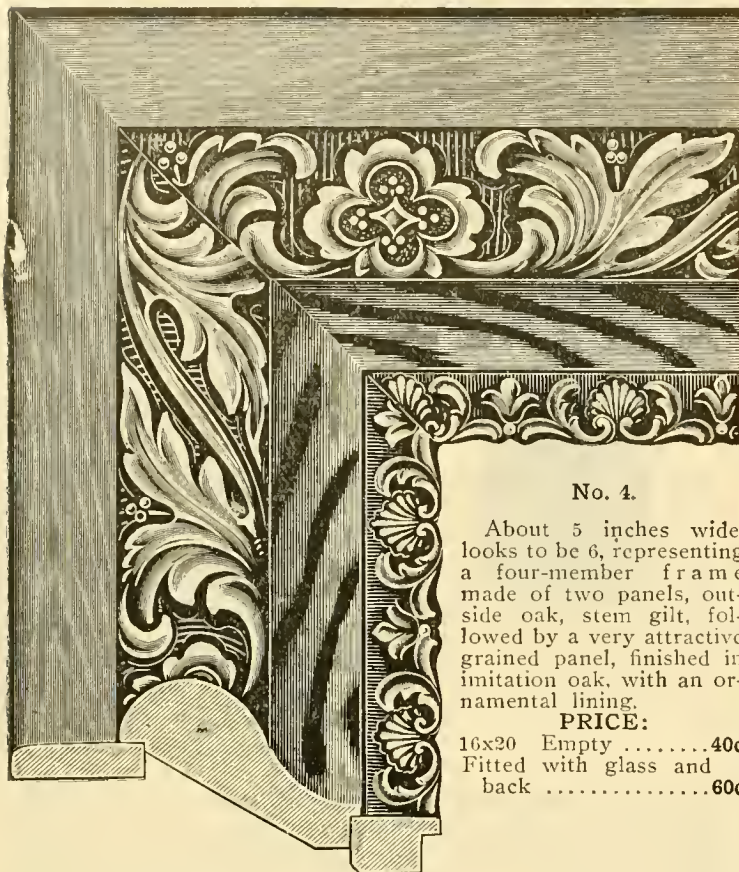
No. 3.

Frame is about 5 inches wide, consisting of 3 members, outer member all gilt, stem ornamented, lemon bronze reeded, lining a new design, tastefully ornamented, making a most appropriate frame.

PRICE:

14x17	Empty.....	\$0.40	With glass and back.....	\$0.55
16x20	Empty.....	.45	With glass and back.....	.65

No. 3, shown above, was originated by us for "Hard Oils." Still, it's a good frame for any purpose.



No. 4.

About 5 inches wide, looks to be 6, representing a four-member frame made of two panels, outside oak, stem gilt, followed by a very attractive grained panel, finished in imitation oak, with an ornamental lining.

PRICE:

16x20 Empty40c
Fitted with glass and back60c



No. 21.

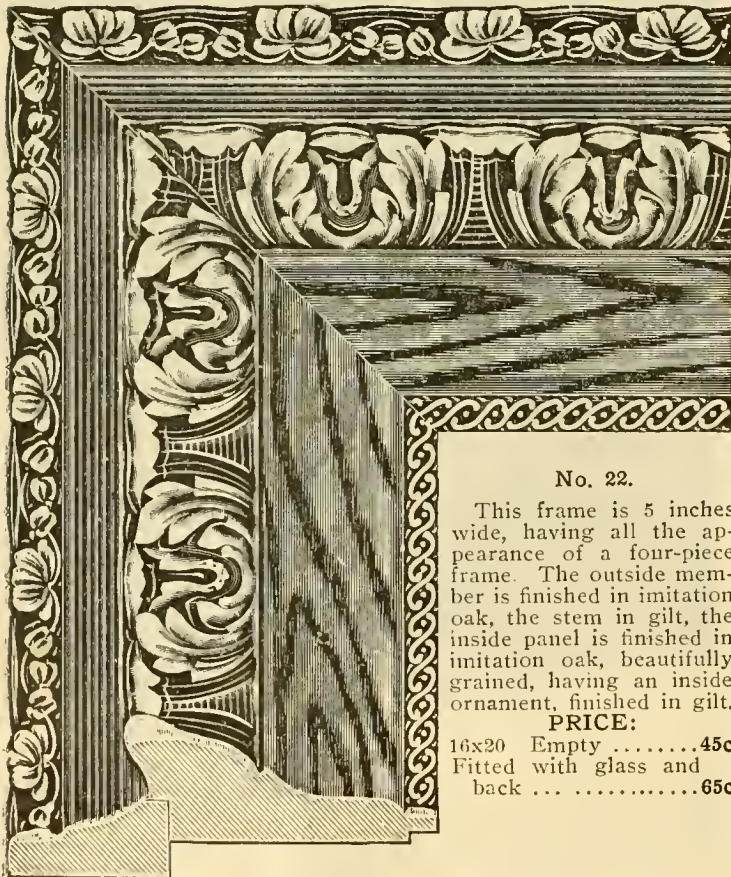
Four and one-quarter inches wide. The outside member highly ornamented with sharp, clear cut design, followed by an imitation oak panel, beautifully grained with an ornament on the inside.

A very popular pattern, 16x20 only.

PRICE:

Empty45c
Fitted with glass and back65c

Fellow Agents, compare these new, snappy frames with the "other fellows" and then decide whether the old reliable—over fifteen years old, and "Reliable as the sun"—is not entitled to your order. Don't deceive yourself, but weigh the evidence, take into consideration the facts, and then render your verdict. We fear no honest competition; only the "Cheap John" kind with no responsibility. Your interest demands a close, intelligent investigation. Any other kind will be harmful to you.

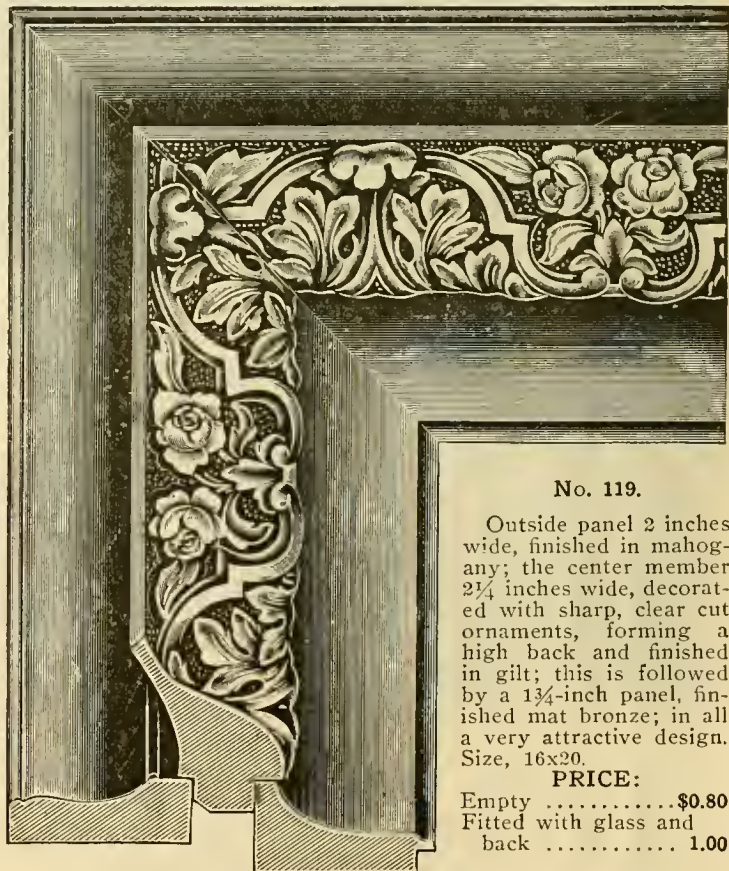


No. 22.

This frame is 5 inches wide, having all the appearance of a four-piece frame. The outside member is finished in imitation oak, the stem in gilt, the inside panel is finished in imitation oak, beautifully grained, having an inside ornament, finished in gilt.

PRICE:

16x20 Empty45c
Fitted with glass and back65c

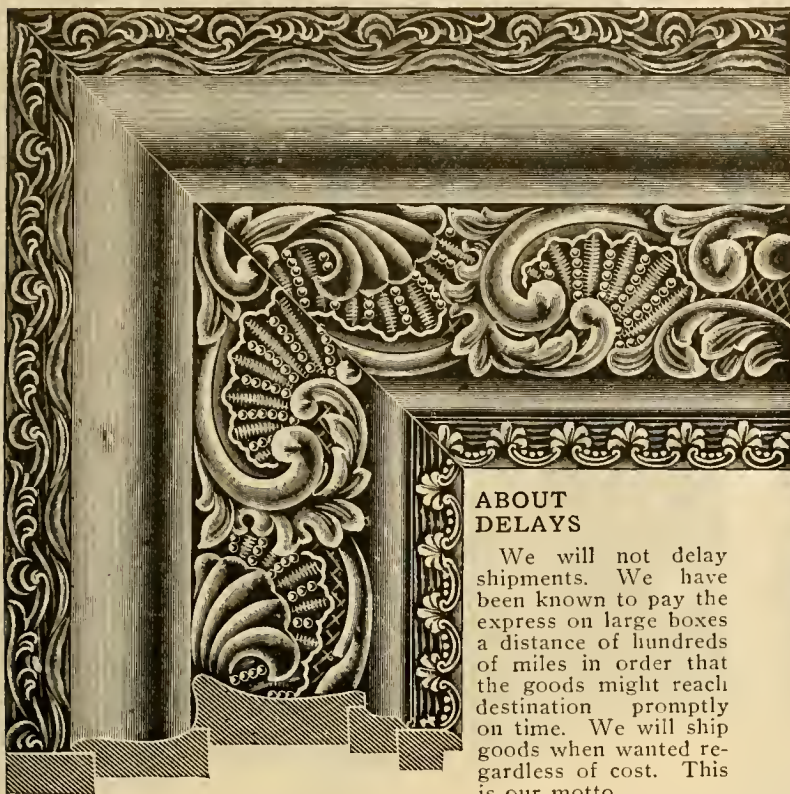


No. 119.

Outside panel 2 inches wide, finished in mahogany; the center member 2 1/4 inches wide, decorated with sharp, clear cut ornaments, forming a high back and finished in gilt; this is followed by a 1 3/4-inch panel, finished mat bronze; in all a very attractive design. Size, 16x20.

PRICE:

Empty\$0.80
Fitted with glass and back 1.00



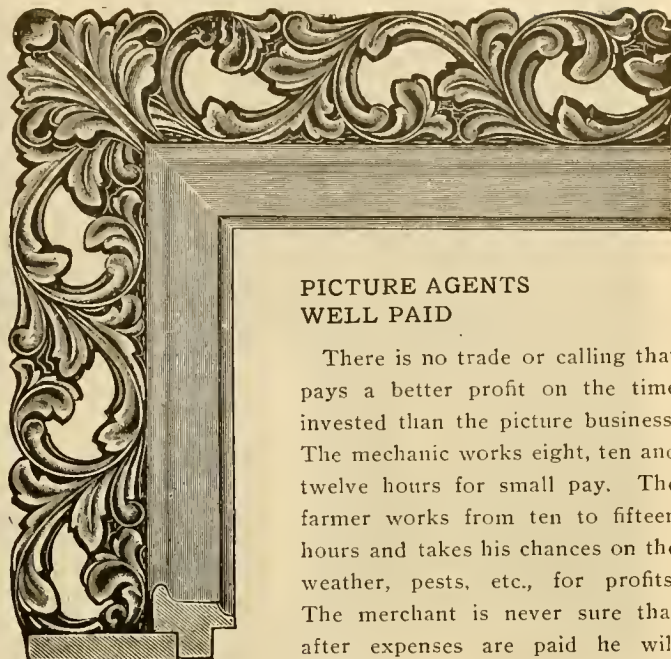
ABOUT DELAYS

We will not delay shipments. We have been known to pay the express on large boxes a distance of hundreds of miles in order that the goods might reach destination promptly on time. We will ship goods when wanted regardless of cost. This is our motto.

Our No. 65. One of these very wide, though neat, five-piece combinations. Is 7 inches wide, finished in all gilt. If you are looking for "quantity and quality" this is it. Its width distinguishes the frame.

PRICE:

16x20 Empty.....\$1.10 With glass and back.....\$1.30



PICTURE AGENTS WELL PAID

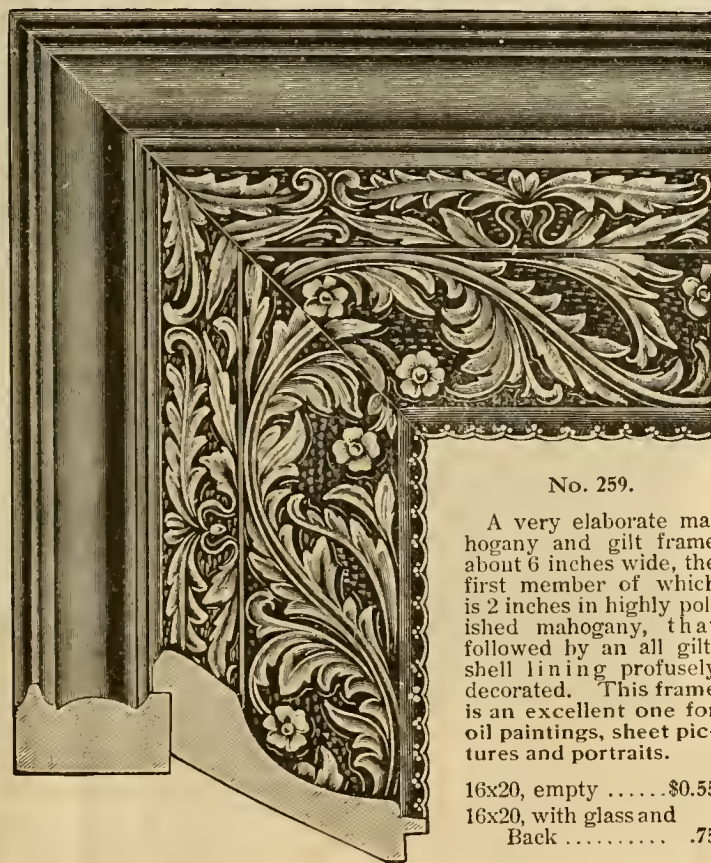
There is no trade or calling that pays a better profit on the time invested than the picture business. The mechanic works eight, ten and twelve hours for small pay. The farmer works from ten to fifteen hours and takes his chances on the weather, pests, etc., for profits. The merchant is never sure that after expenses are paid he will have anything left, while the agent knows from day to day what his income is and is always independent to do as he pleases.

Our No. 59. Is a 3-inch Florentine pattern, all gilt, with neat, attractive perforations. Made expressly for pastel and water color portraits. This frame closely imitates many of the higher priced patterns and is a very fine seller.

PRICE:

16x20 Empty.....\$0.50 With glass and back.....\$0.70

A house that lies for business will swindle its customers at first opportunity. There are some good, clean, honest houses, but you never see their advertisements offering gold dollars for 90 cents, or a dollar frame for less than cost.

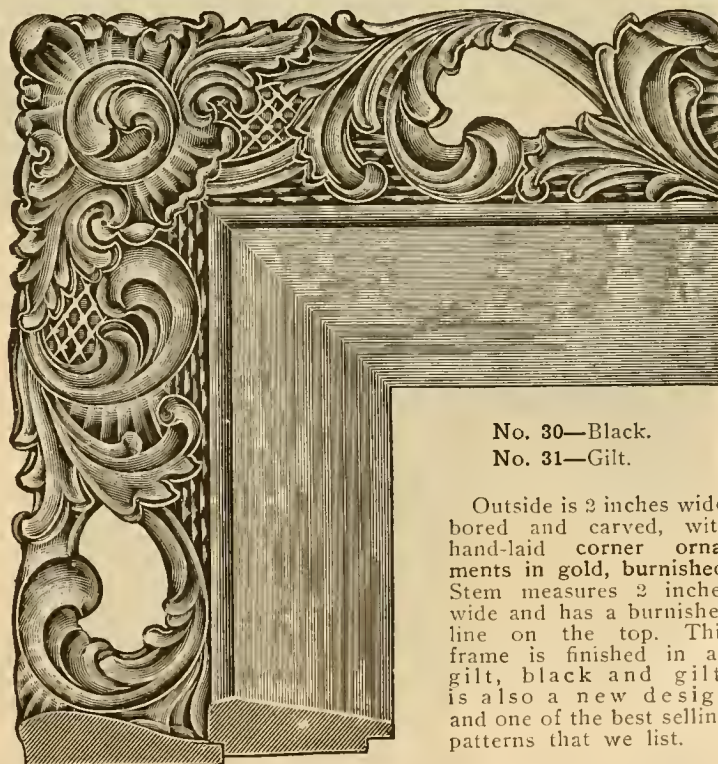


No. 259.

A very elaborate mahogany and gilt frame about 6 inches wide, the first member of which is 2 inches in highly polished mahogany, that followed by an all gilt, shell lining profusely decorated. This frame is an excellent one for oil paintings, sheet pictures and portraits.

16x20, empty\$0.55
16x20, with glass and
Back75

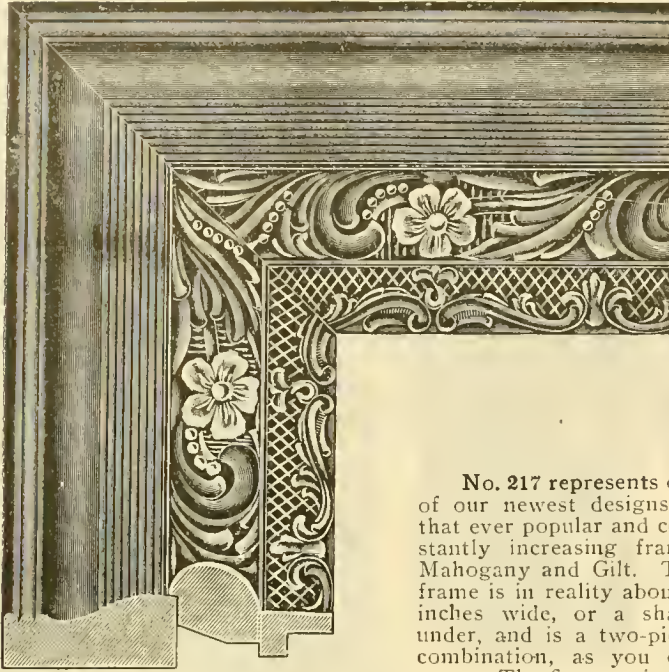
A Few New Patterns Will Help You



No. 30—Black.
No. 31—Gilt.

Outside is 2 inches wide, bored and carved, with hand-laid corner ornaments in gold, burnished. Stem measures 2 inches wide and has a burnished line on the top. This frame is finished in all gilt, black and gilt, is also a new design and one of the best selling patterns that we list.

16x20 Empty.....\$0.70 With glass and back.....\$0.90

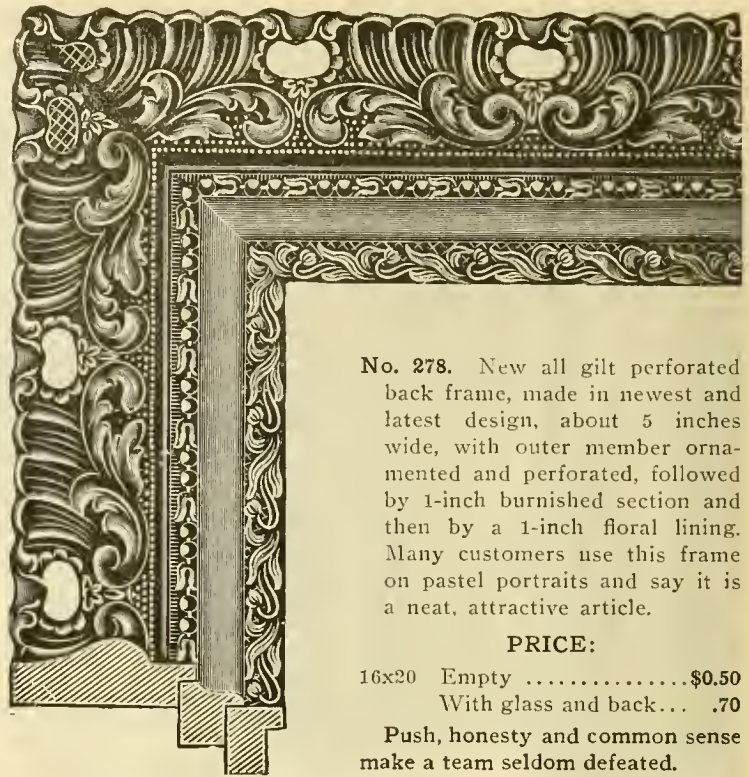


No. 217 represents one of our newest designs in that ever popular and constantly increasing frame, Mahogany and Gilt. The frame is in reality about 5 inches wide, or a shade under, and is a two-piece combination, as you observe. The first section is

a floral, shell line, deeply ornamented and in gilt, followed by a mahogany finished member, ruled and undulated. The shape of the frame is peculiar to itself and lends elegance and style not found in any other combination of a like nature.

We predict for this frame an unprecedented sale and in order to show our customers that we give them the best going for the money, shall sell this frame at a special inducement in order to get you started.

16x20 Empty.....\$0.45 With glass and back.....\$0.65



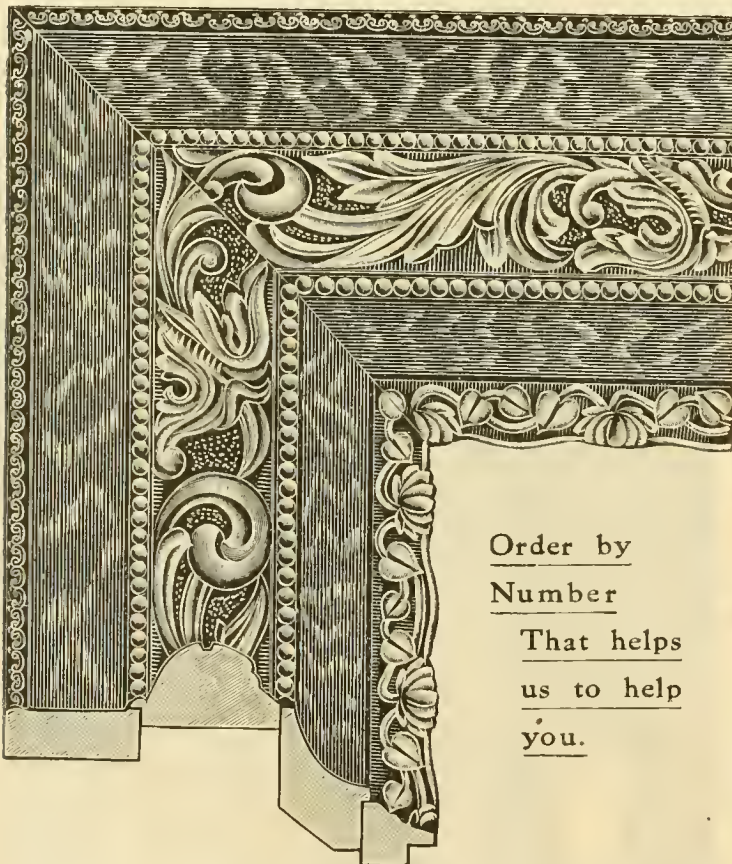
No. 278. New all gilt perforated back frame, made in newest and latest design, about 5 inches wide, with outer member ornamented and perforated, followed by 1-inch burnished section and then by a 1-inch floral lining. Many customers use this frame on pastel portraits and say it is a neat, attractive article.

PRICE:

16x20 Empty\$0.50

With glass and back... .70

Push, honesty and common sense make a team seldom defeated.

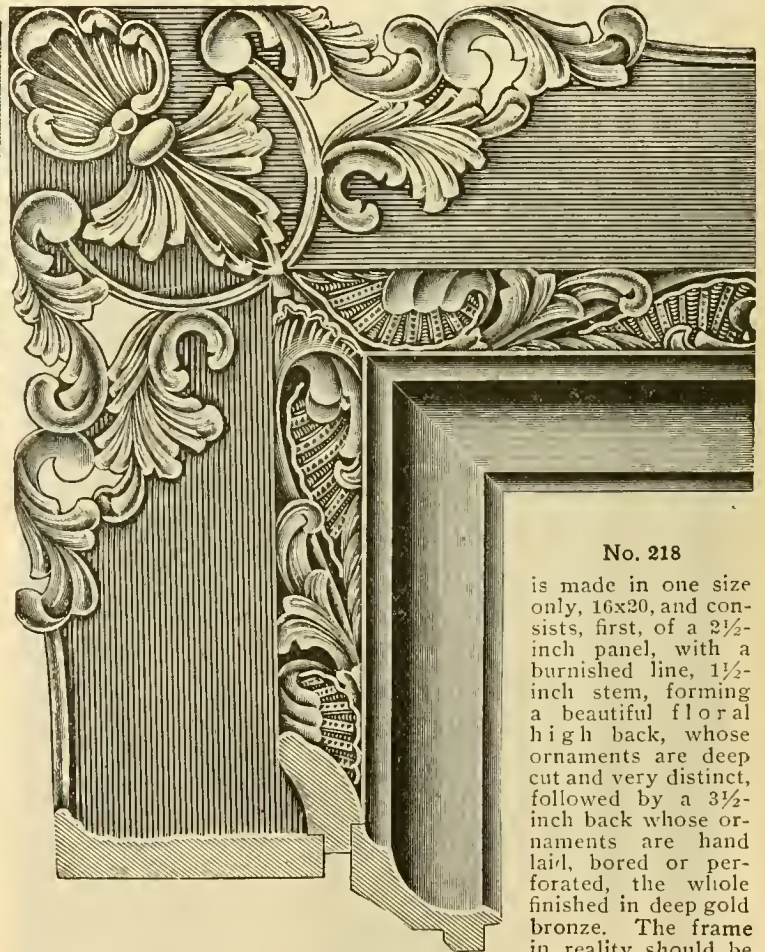


Order by
Number

That helps
us to help
you.

No. 27. Six inch 4 piece combination frame with deep shell and high stem. First and third members come in all gilt or black marceline wave effect. Stem in deep, clear cut ornaments, in gilt. Lining in floral gilt. Frame made of hard wood, designed for portrait work.

No. 27. All gilt. No. 33. Black and gilt.
16x20 Empty.....\$0.60 With Glass and Back.....\$0.80

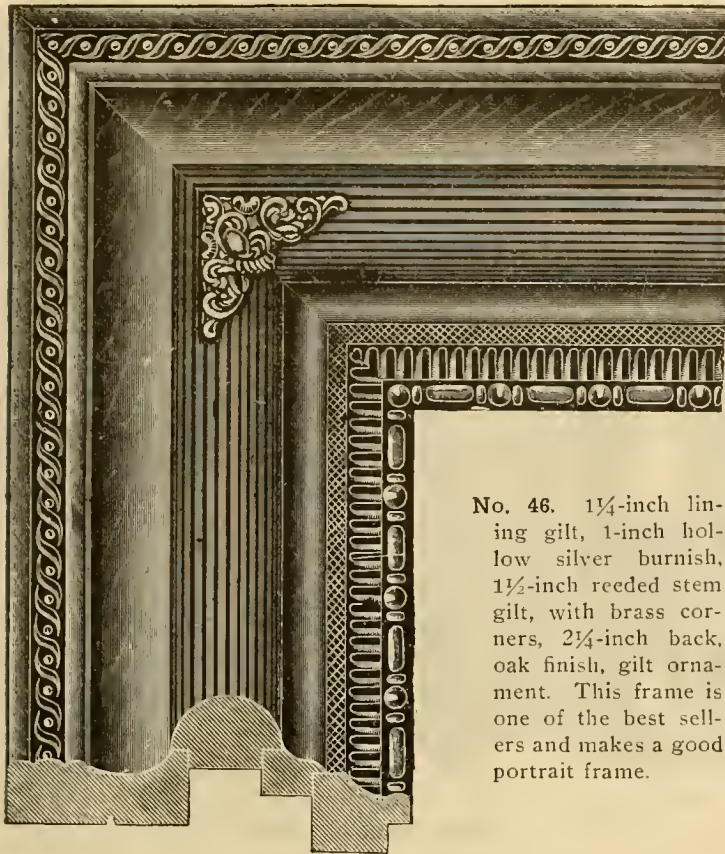


No. 218

is made in one size only, 16x20, and consists, first, of a 2 1/2-inch panel, with a burnished line, 1 1/2-inch stem, forming a beautiful floral high back, whose ornaments are deep cut and very distinct, followed by a 3 1/2-inch back whose ornaments are hand laid, bored or perforated, the whole finished in deep gold bronze. The frame in reality should be

seen to be appreciated, as it loses its significance when an attempt is made to describe it.

The price for 16x20, empty, is.....\$1.50
Fitted with glass and back..... 1.70

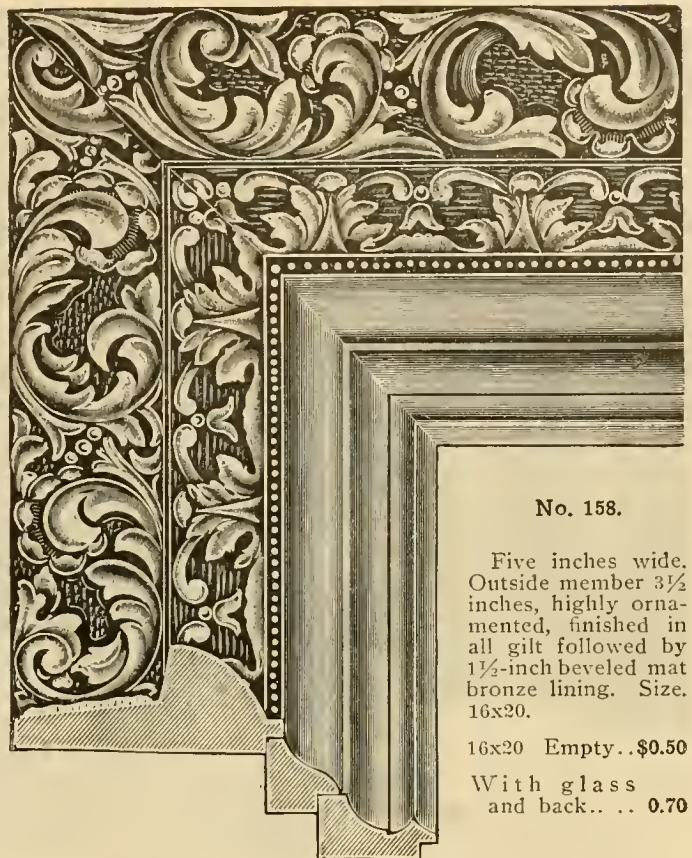


No. 46. 1¼-inch lining gilt, 1-inch hollow silver burnish, 1½-inch reeded stem gilt, with brass corners, 2¼-inch back, oak finish, gilt ornament. This frame is one of the best sellers and makes a good portrait frame.

PRICE:

16x20 Empty.....\$0.75 With glass and back.....\$0.95

The four patterns on this page are hard to beat for portraits. No economy in putting a cheap frame on a fine portrait. Mother wit should prevail.



No. 158.

Five inches wide. Outside member 3½ inches, highly ornamented, finished in all gilt followed by 1½-inch beveled mat bronze lining. Size, 16x20.

16x20 Empty..\$0.50

With glass and back... 0.70



NEW IDEAS

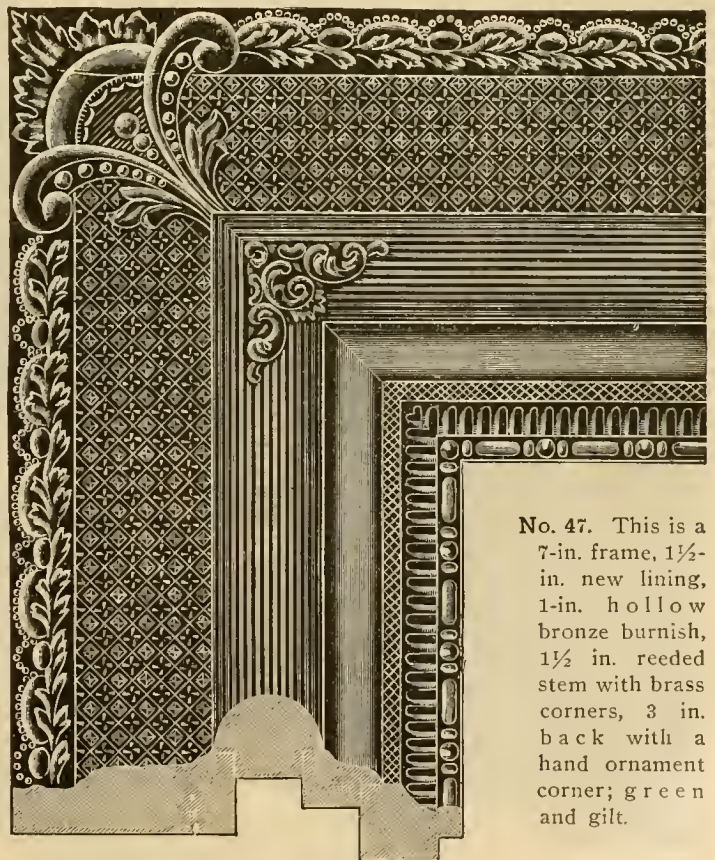
It is just as necessary to introduce new ideas into the picture business as it is in any other line and more so. The man who never changes his patterns will be the one to make the fewest sales. The up-to-date merchant changes his show cases and show windows each week. This same theory will apply with equal force to you.

NEW GOODS

You can not run your business with an old line of goods. Show new patterns, new designs at low prices, and your success is sure. It will pay you to order new goods. Did you ever try it?

Our No. 58. There is always a good demand for an appropriate and inexpensive oak frame. We offer this pattern with the belief that it will answer the purpose. This frame is about 4½ inches wide, made of best oak, thoroughly seasoned, neatly ornamented. Has gilt lining ornamented. For tasty framing this pattern is especially recommended.

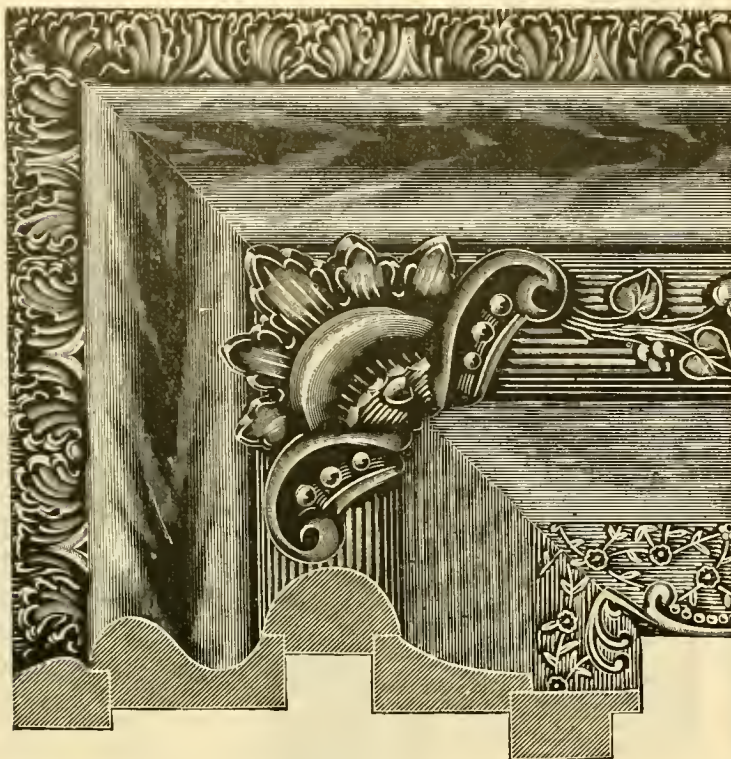
Price, 16x20, empty.....55c
With glass and back.....75c



No. 47. This is a 7-in. frame, 1½-in. new lining, 1-in. hollow bronze burnish, 1½ in. reeded stem with brass corners, 3 in. back with a hand ornament corner; green and gilt.

PRICE:

16x20 Empty.....\$0.90 With glass and back.....\$1.10

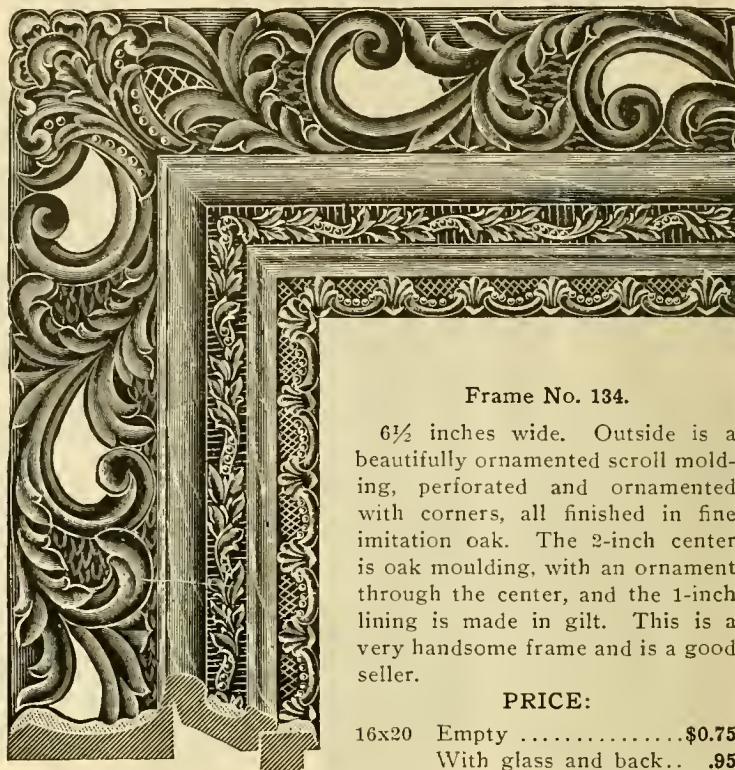


No. 1. This frame is 7 inches wide. The 3-inch outside is of antique solid oak, highly polished, with gilt ornament on outer edge, reeded center finished in gilt. Corners are massive and graceful, finished in gold burnish, 1½-inch oak panel, 1½-inch gilt lining, with carved edge. This frame is finished in oak and gilt.

No. 2. Same frame as above, finished in white and gilt.

PRICE:

16x20 Empty.....	\$1.40	With glass and back.....	\$1.60
20x24 Empty.....	1.70	With glass and back.....	2.05



Frame No. 134.

6½ inches wide. Outside is a beautifully ornamented scroll molding, perforated and ornamented with corners, all finished in fine imitation oak. The 2-inch center is oak moulding, with an ornament through the center, and the 1-inch lining is made in gilt. This is a very handsome frame and is a good seller.

PRICE:

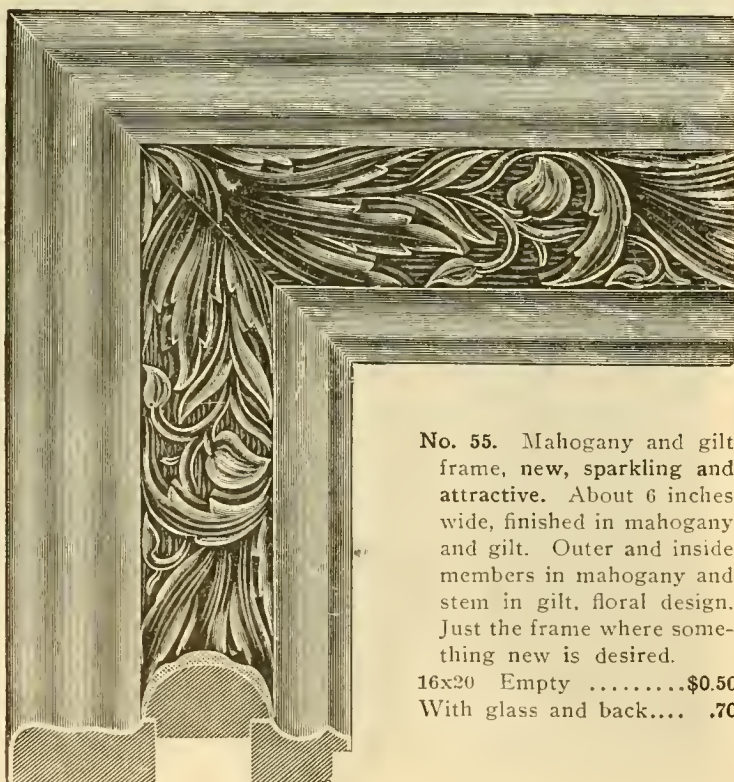
16x20 Empty	\$0.75
With glass and back..	.95

Your Credit is Capital.

All great enterprises have been built by making use of their credit. No merchant pays spot cash for all purchases. He uses his credit. You can, too, if you trade with us.

Brains make capital.

Capital does not make Brain.



No. 55. Mahogany and gilt frame, new, sparkling and attractive. About 6 inches wide, finished in mahogany and gilt. Outer and inside members in mahogany and stem in gilt, floral design. Just the frame where something new is desired.

16x20 Empty	\$0.50
With glass and back....	.70



No. 25.

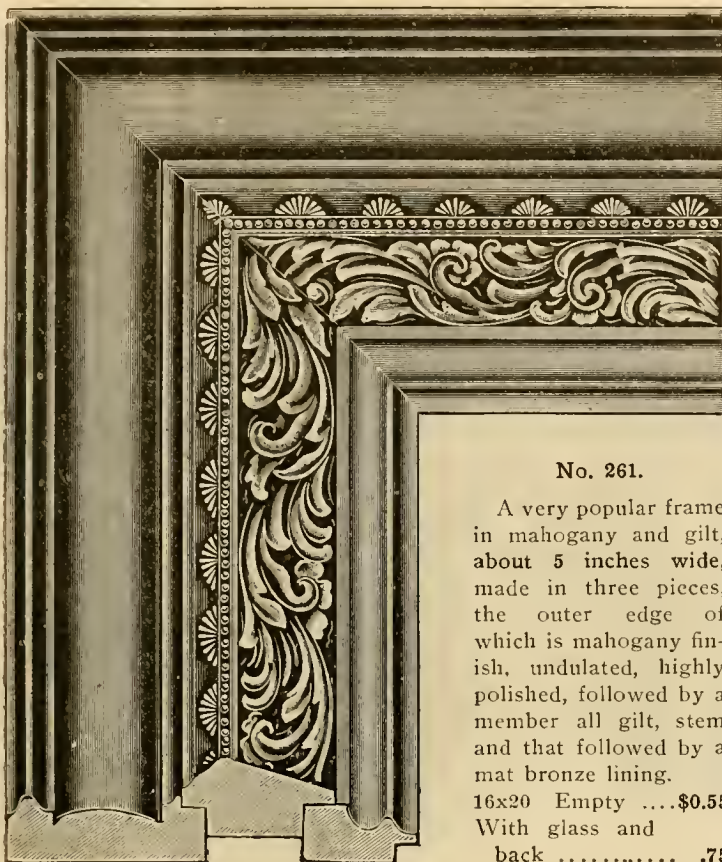
One of our new oaks. Made from best stock, well seasoned, 3 inches wide with bead on outer edge. Ornaments with latest brass corners. Oak wears like iron, and is always in harmony with other furniture. Owing to the neat, tasty shape this frame possesses an individuality which appeals to all seeking something new and natty.

PRICE:

16x20 Empty	\$0.50
With glass and back....	.70

The fellow who is ashamed of his business boards at the cheap lodging house or depends on "papa" for help.

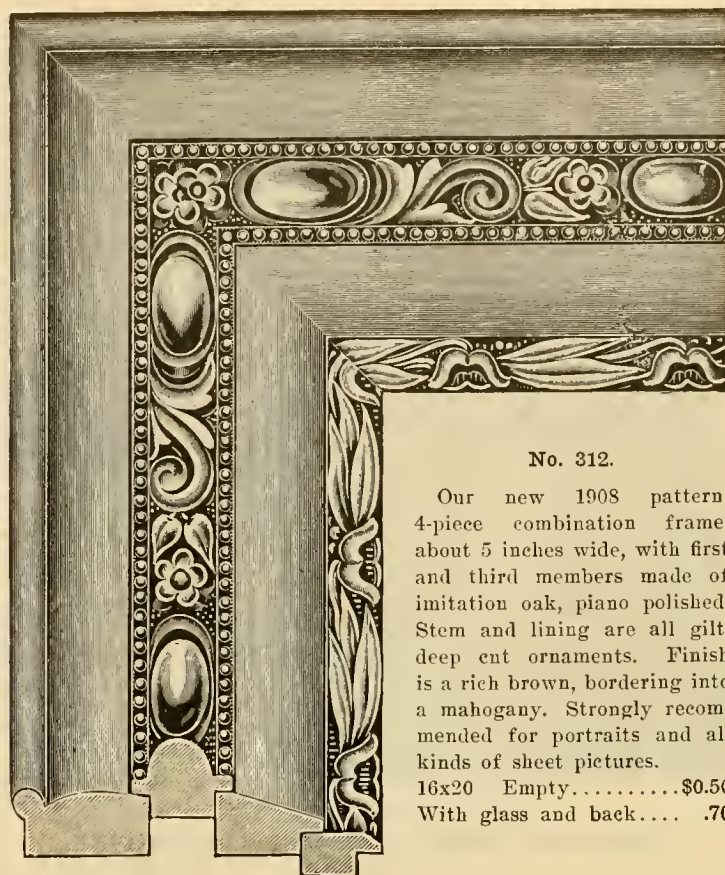
This frame has proven a good seller—far more than we ever hoped. One order calls for more, and one customer recommends to others. You should try a few. Send 'em back if not O. K.



No. 261.

A very popular frame in mahogany and gilt, about 5 inches wide, made in three pieces, the outer edge of which is mahogany finish, undulated, highly polished, followed by a member all gilt, stem and that followed by a mat bronze lining.

16x20 Empty\$0.55
With glass and back75



No. 312.

Our new 1908 pattern, 4-piece combination frame, about 5 inches wide, with first and third members made of imitation oak, piano polished. Stem and lining are all gilt, deep cut ornaments. Finish is a rich brown, bordering into a mahogany. Strongly recommended for portraits and all kinds of sheet pictures.

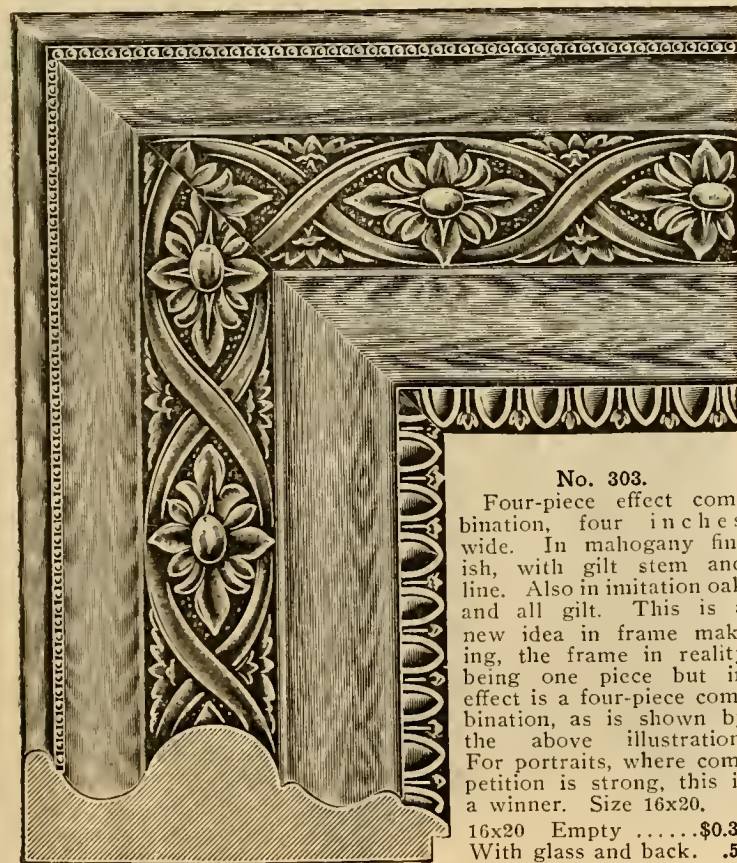
16x20 Empty.....\$0.50
With glass and back.... .70

TO THE FARMER BOY

The picture business offers the quickest way to reach a lasting job. Don't plow corn, hoe cotton, thresh wheat, or worm tobacco at a trifle when half the energy spent in the picture business will produce twice the gain.

No honest boy need do farm drudgery unless he chooses. Nothing polishes a young man or gives him that knowledge of men and affairs as the picture business, for the simple reason the nature of it forces him to come in contact with the world in its various phases.

It is said that Sir Thomas Lipton sold Crayon portraits in New Orleans not a great many years ago. Nearly all of the noted men of the present and past did more or less canvassing. It's the best school, for it's practical experience boiled down to the very essence.



No. 303.

Four-piece effect combination, four inches wide. In mahogany finish, with gilt stem and line. Also in imitation oak and all gilt. This is a new idea in frame making, the frame in reality being one piece but in effect is a four-piece combination, as is shown by the above illustration. For portraits, where competition is strong, this is a winner. Size 16x20.

16x20 Empty\$0.35
With glass and back. .55



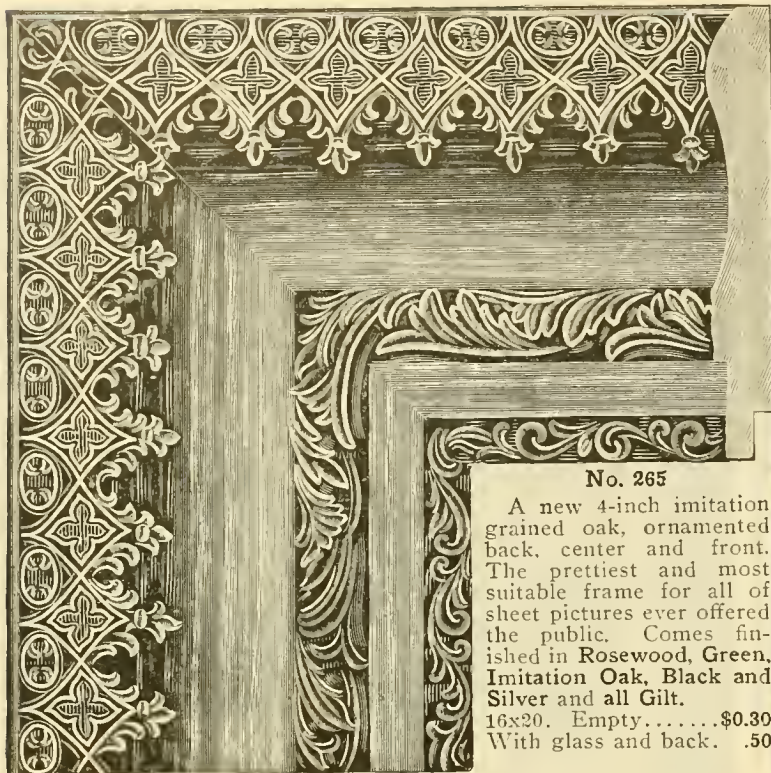
No. 301.

About seven inch wide, five piece combination. The first member is one inch in ornamented silver or gilt, followed by 2-inch white or mahogany, followed by 2-inch stem in silver or gilt, followed by a 1-inch burnished line and that by 1-inch ornamented silver or gilt lining. A most beautiful frame and highly recommended for portraits in pastel. Size 16x20.

No. 301 White and silver.

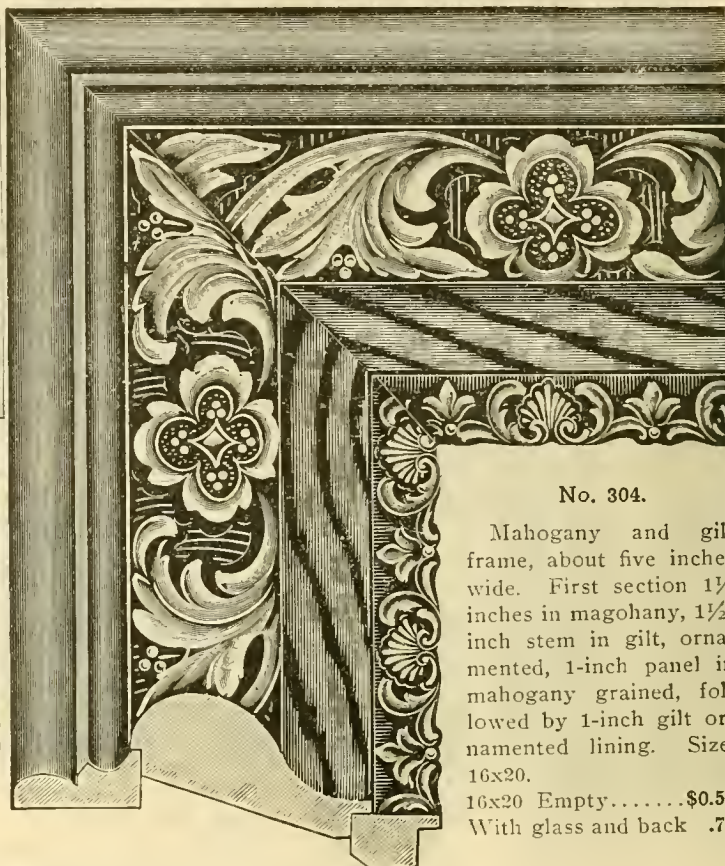
No. 302, Mahogany and gilt.

16x20 Empty.....\$1.00
With glass and back..... 1.20



No. 265

A new 4-inch imitation grained oak, ornamented back, center and front. The prettiest and most suitable frame for all of sheet pictures ever offered the public. Comes finished in Rosewood, Green, Imitation Oak, Black and Silver and all Gilt.
16x20. Empty.....\$0.30
With glass and back. .50



No. 304.

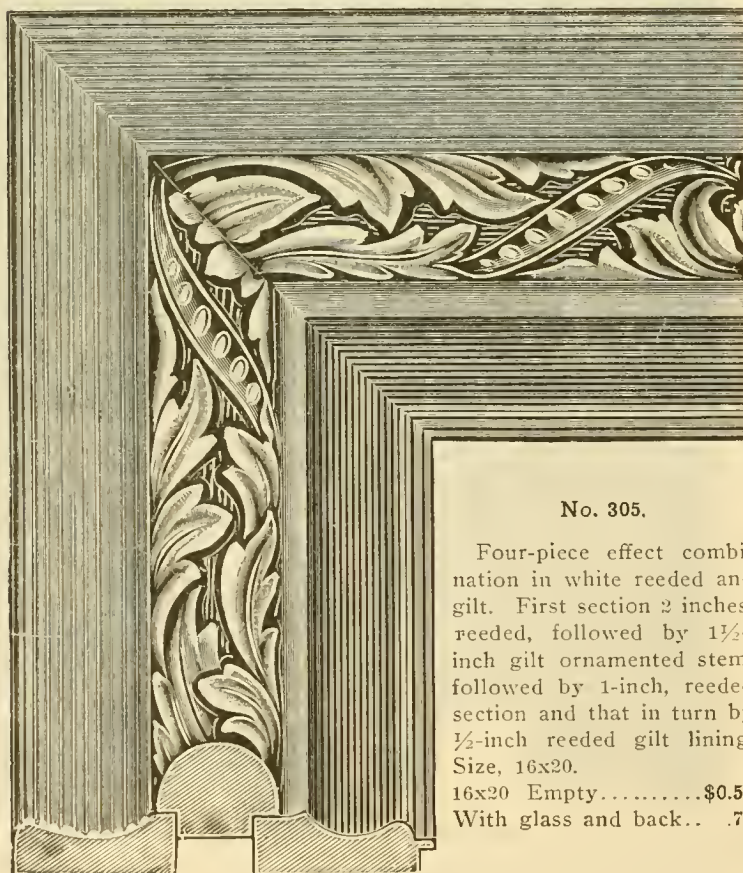
Mahogany and gilt frame, about five inches wide. First section 1½ inches in mahogany, 1½-inch stem in gilt, ornamented, 1-inch panel in mahogany grained, followed by 1-inch gilt or ornamented lining. Size 16x20.
16x20 Empty.....\$0.50
With glass and back .70

HOW ANY HONEST MAN CAN MAKE MONEY.

No man is too poor to enter our service in the capacity of salesman. If he is honest that's all we ask; if he's poorer than "Job's Turkey" that is not against him. Just plain common honesty, the kind your friends and neighbors respect, is the kind the Consolidated is looking for. It's the kind that we want, and if you possess it we want you.

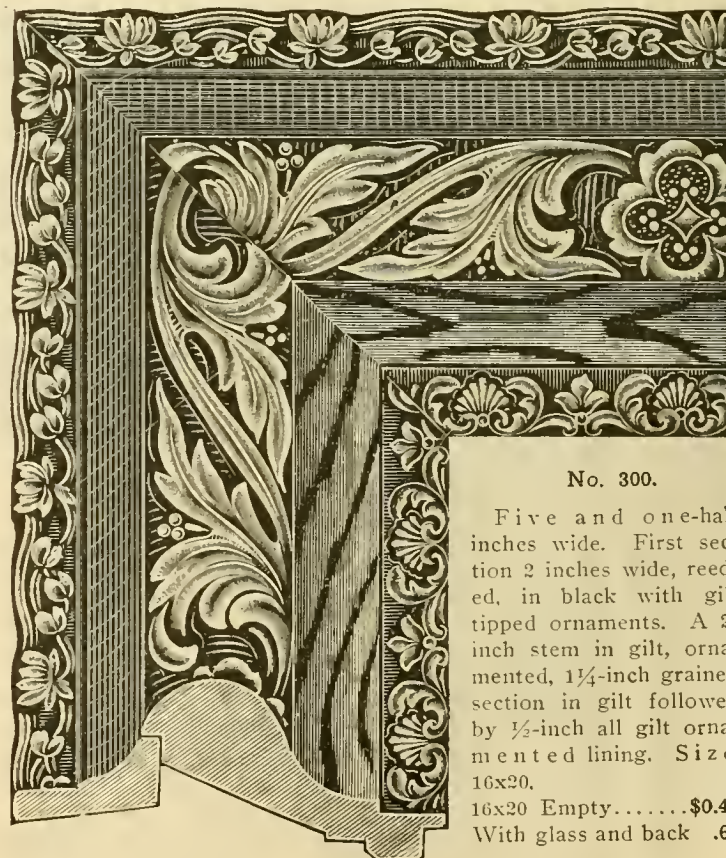
Everything furnished by us except the sweat. You must sweat, but we furnish everything else to make the picture business a success from the start.

Simply read this catalogue and then say, "Send Letter of Credit." That's all there is to it; we do the rest.



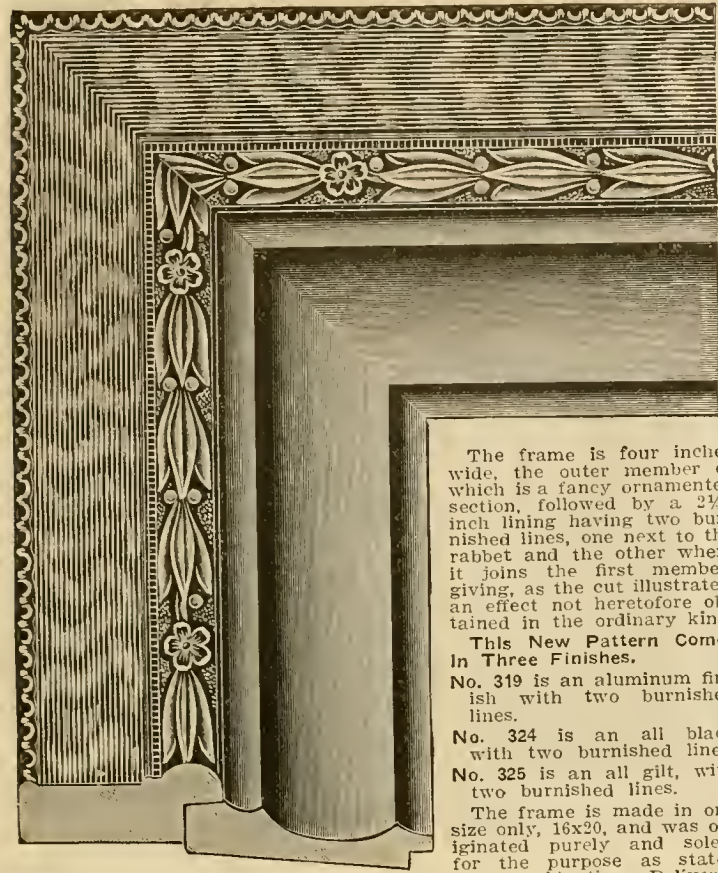
No. 305.

Four-piece effect combination in white reeded and gilt. First section 2 inches, reeded, followed by 1½-inch gilt ornamented stem, followed by 1-inch, reeded section and that in turn by ½-inch reeded gilt lining. Size, 16x20.
16x20 Empty.....\$0.50
With glass and back.. .70



No. 300.

Five and one-half inches wide. First section 2 inches wide, reeded, in black with gilt tipped ornaments. A 2-inch stem in gilt, ornamented, 1¼-inch grained section in gilt followed by ½-inch all gilt ornamented lining. Size, 16x20.
16x20 Empty.....\$0.45
With glass and back .65



The frame is four inches wide, the outer member of which is a fancy ornamented section, followed by a 2 1/4-inch lining having two burnished lines, one next to the rabbet and the other where it joins the first member, giving, as the cut illustrates, an effect not heretofore obtained in the ordinary kind.

This New Pattern Comes in Three Finishes.

No. 319 is an aluminum finish with two burnished lines.

No. 324 is an all black with two burnished lines.

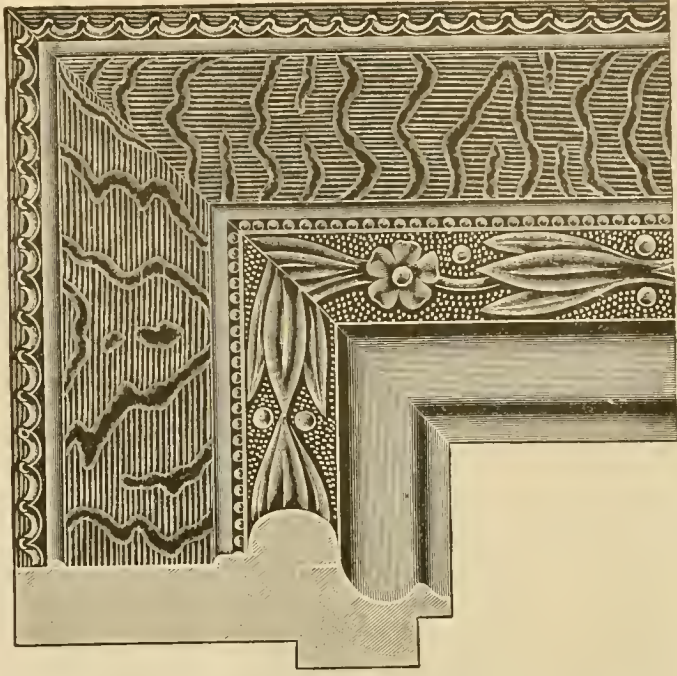
No. 325 is an all gilt, with two burnished lines.

The frame is made in one size only, 16x20, and was originated purely and solely for the purpose as stated

above, of supplanting the old common, four-piece combination. Delivery-men claim that they get from \$1.00 to \$2.00 more for this frame than any other they have had.

OUR SPECIAL PRICE:

1-16x20 Empty, any finish.	\$ 0.65	With glass and back.	\$ 0.85
12-16x20 Empty, any finish.	7.20	With glass and back.	9.60
50-16x20 Empty, any finish.	27.50	With glass and back.	37.50
100-16x20 Empty, any finish.	50.00	With glass and back.	70.00



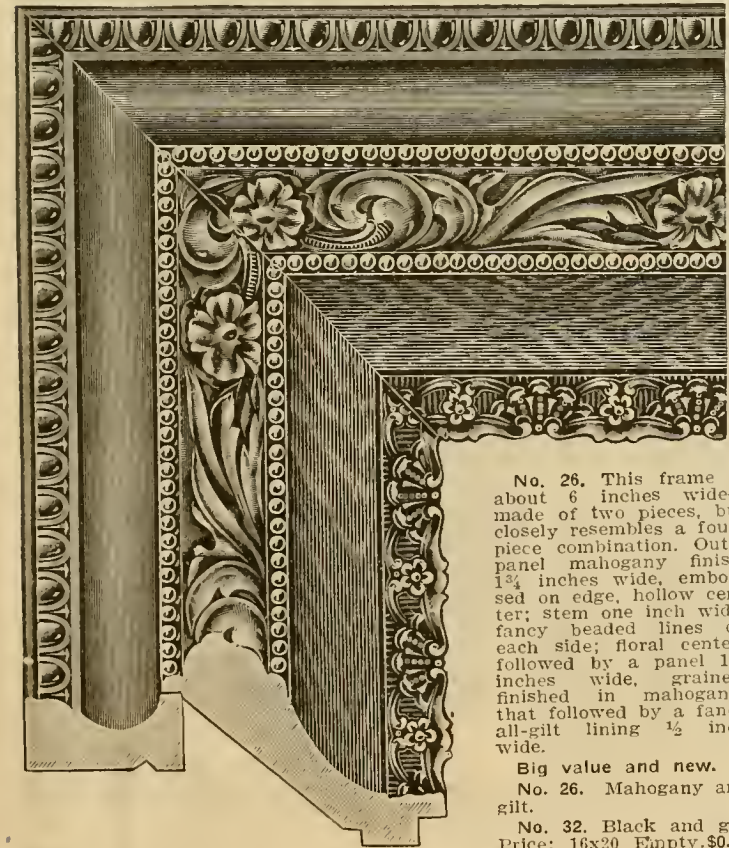
The illustration here shows one of the prettiest 2 1/4-inch patterns brought out by any house in a number of years. The frame is composed of two members, the first of which is beautifully ornamented, as shown, and about two inches wide, followed by a 3/4-inch bronze lining, with the section next to the rabbet highly burnished.

MADE IN THREE FINISHES

No. 315 is an all gilt, with burnished line.
No. 317 is an all aluminum, with burnished line.
No. 318 is an all black, with burnished line.

OUR SPECIAL OFFER:

1-16x20, any finish.	\$ 0.45	With glass and back.	\$ 0.65
12-16x20, 4 of each finish empty	4.80	With glass and back.	7.20
25-16x20, any finish.	8.50	With glass and back.	13.50
50-16x20, any finish.	16.00	With glass and back.	26.00
100-16x20, any finish.	30.00	With glass and back.	50.00

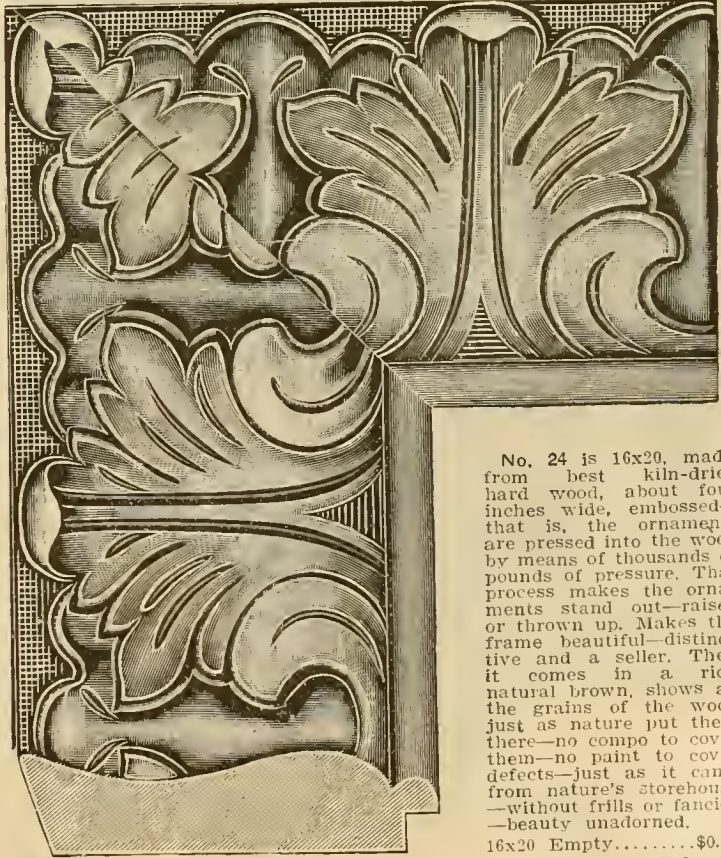


No. 26. This frame is about 6 inches wide—made of two pieces, but closely resembles a four-piece combination. Outer panel mahogany finish, 1 3/4 inches wide, embossed on edge, hollow center; stem one inch wide, fancy beaded lines on each side; floral center; followed by a panel 1 1/4 inches wide, grained, finished in mahogany; that followed by a fancy all-gilt lining 1/2 inch wide.

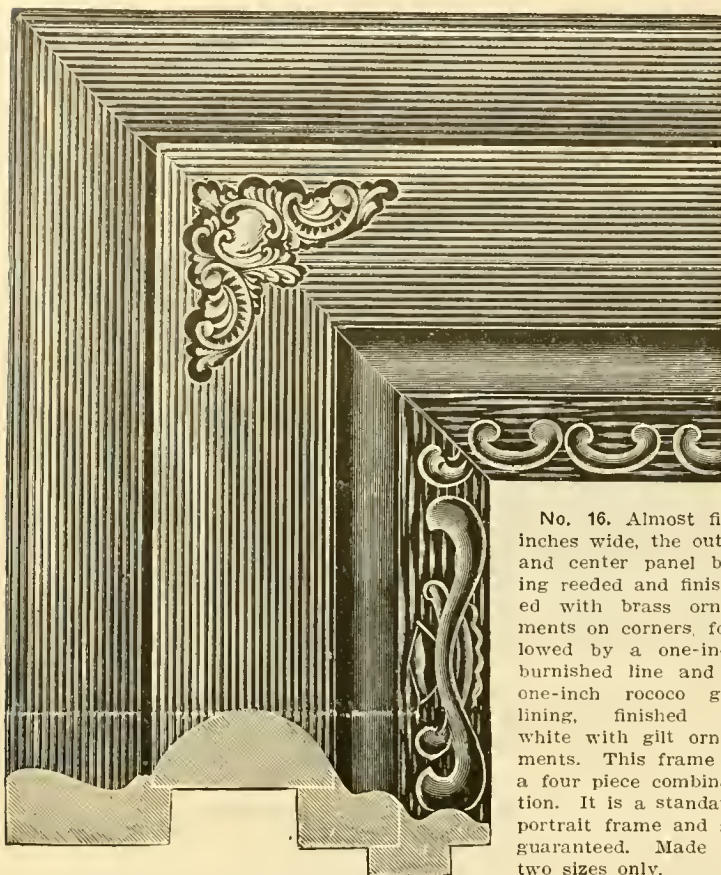
Big value and new.

No. 26. Mahogany and gilt.

No. 32. Black and gilt
Price: 16x20 Empty. \$0.55
With glass and back .75

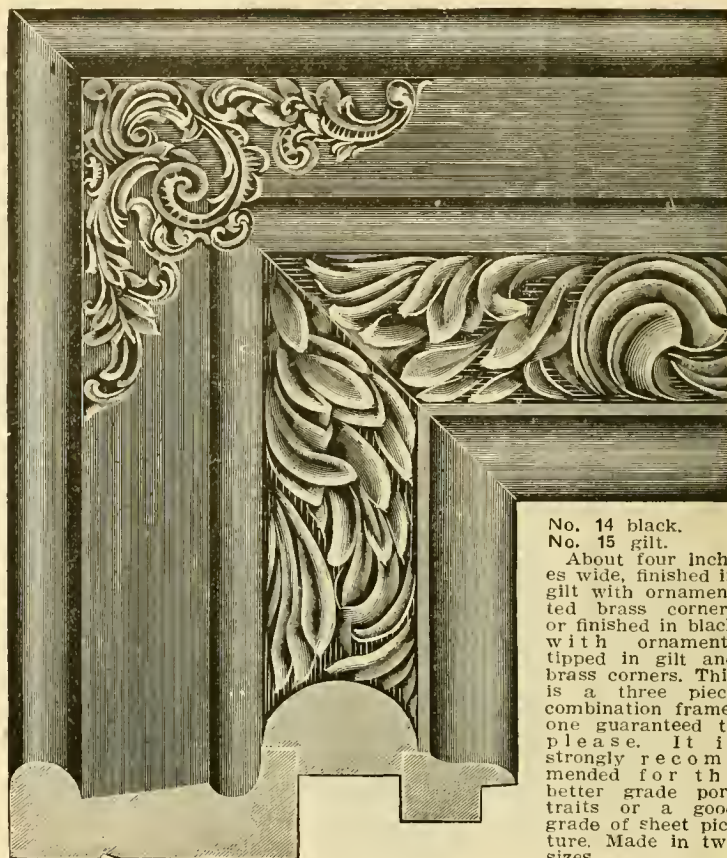


No. 24 is 16x20, made from best kiln-dried hard wood, about four inches wide, embossed—that is, the ornaments are pressed into the wood by means of thousands of pounds of pressure. That process makes the ornaments stand out—raised or thrown up. Makes the frame beautiful—distinctive and a seller. Then it comes in a rich natural brown, shows all the grains of the wood just as nature put them there—no compo to cover them—no paint to cover defects—just as it came from nature's storehouse—without frills or fancies—beauty unadorned.
16x20 Empty.....\$0.35
With glass and back .55



No. 16. Almost five inches wide, the outer and center panel being reeded and finished with brass ornaments on corners, followed by a one-inch rococo gilt lining, finished in white with gilt ornaments. This frame is a four piece combination. It is a standard portrait frame and so guaranteed. Made in two sizes only.

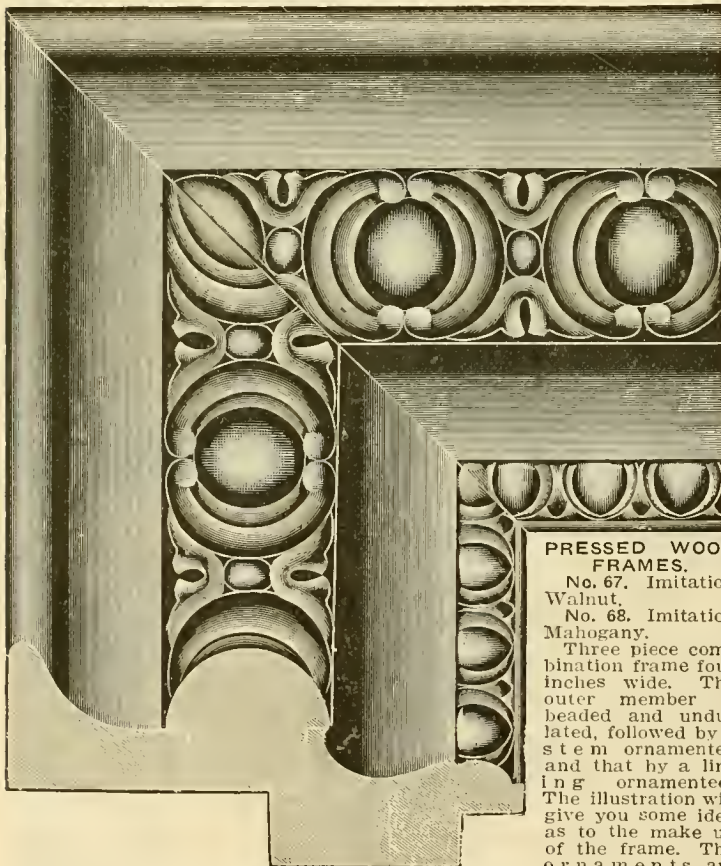
Price, 16x20, empty.....\$0.60
 With glass and back......80
 20x24, empty......70
 With glass and back.....1.06



No. 14 black.
 No. 15 gilt.

About four inches wide, finished in gilt with ornated brass corners or finished in black with ornaments tipped in gilt and brass corners. This is a three piece combination frame, one guaranteed to please. It is strongly recommended for the better grade portraits or a good grade of sheet picture. Made in two sizes.

Price, 16x20, empty.....\$0.60
 With glass and back......80
 20x24, empty......80
 With glass and back.....1.16



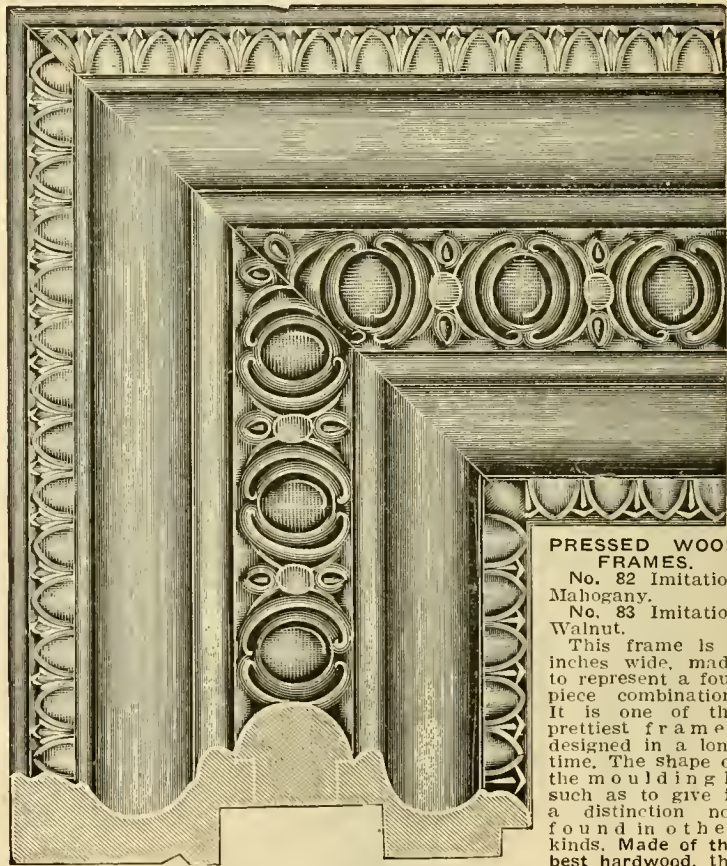
PRESSED WOOD FRAMES.

No. 67. Imitation Walnut.
 No. 68. Imitation Mahogany.

Three piece combination frame four inches wide. The outer member is beaded and undulated, followed by a stem ornamented and that by a lining ornamented. The illustration will give you some idea as to the make up of the frame. The ornaments are

pressed and not made of composition. The frame is an excellent shipper. It is made of a good grade of hardwood and we guarantee it to be as represented. All pressed wood frames ship well.

Price, empty, 16x20.....\$0.60
 With glass and back......80



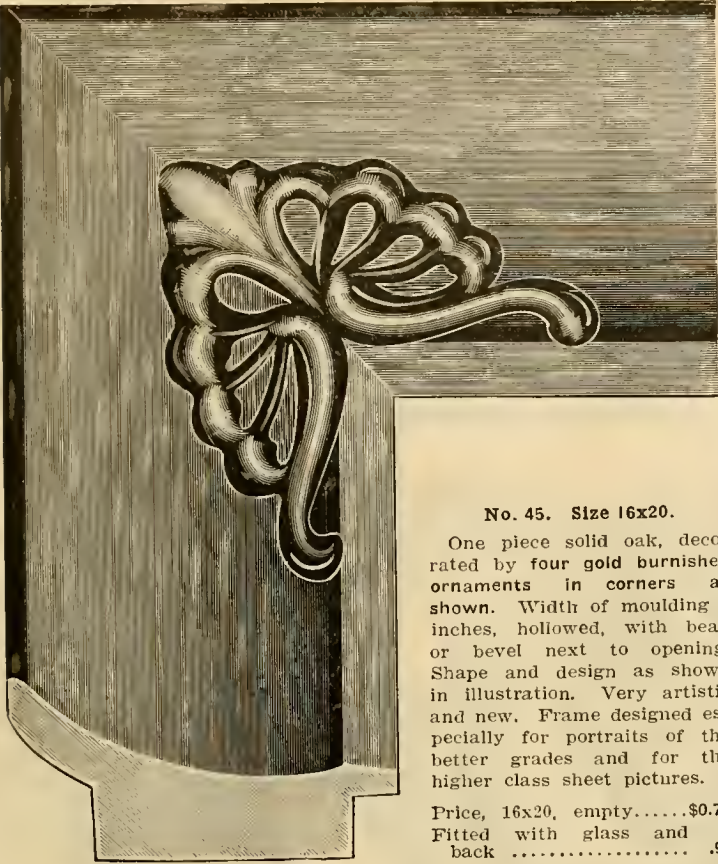
PRESSED WOOD FRAMES.

No. 82 Imitation Mahogany.
 No. 83 Imitation Walnut.

This frame is 3 inches wide, made to represent a four piece combination. It is one of the prettiest frames designed in a long time. The shape of the moulding is such as to give it a distinction not found in other kinds. Made of the best hardwood, the

ornaments of which are made by running the moulding through rollers under great pressure. No composition used, making the frame a good shipper, and excellent seller and the price is low.

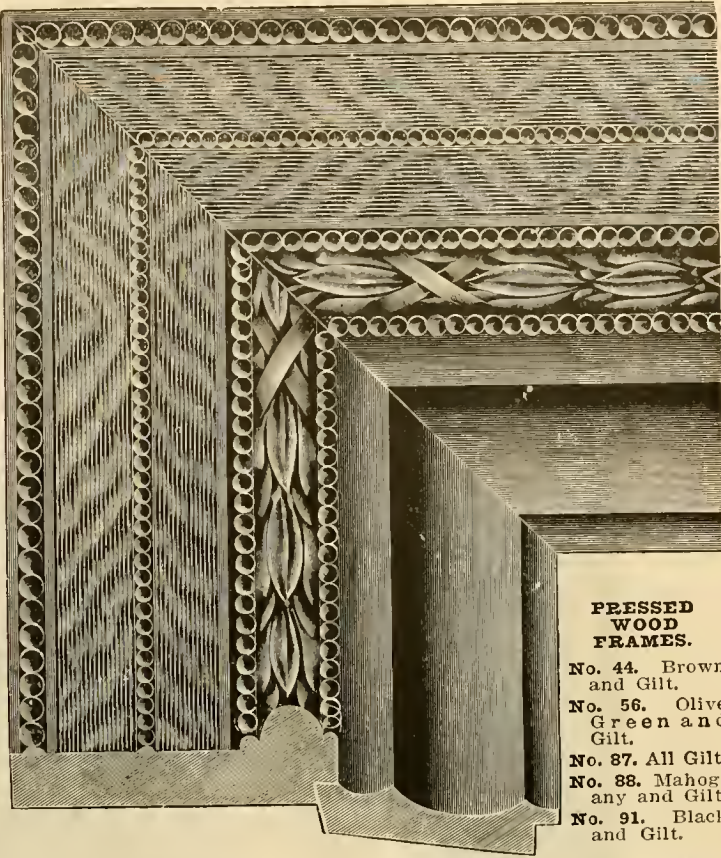
Our low price, 16x20, empty.....\$0.40
 With glass and back......60



No. 45. Size 16x20.

One piece solid oak, decorated by four gold burnished ornaments in corners as shown. Width of moulding 2 inches, hollowed, with bead or bevel next to opening. Shape and design as shown in illustration. Very artistic and new. Frame designed especially for portraits of the better grades and for the higher class sheet pictures.

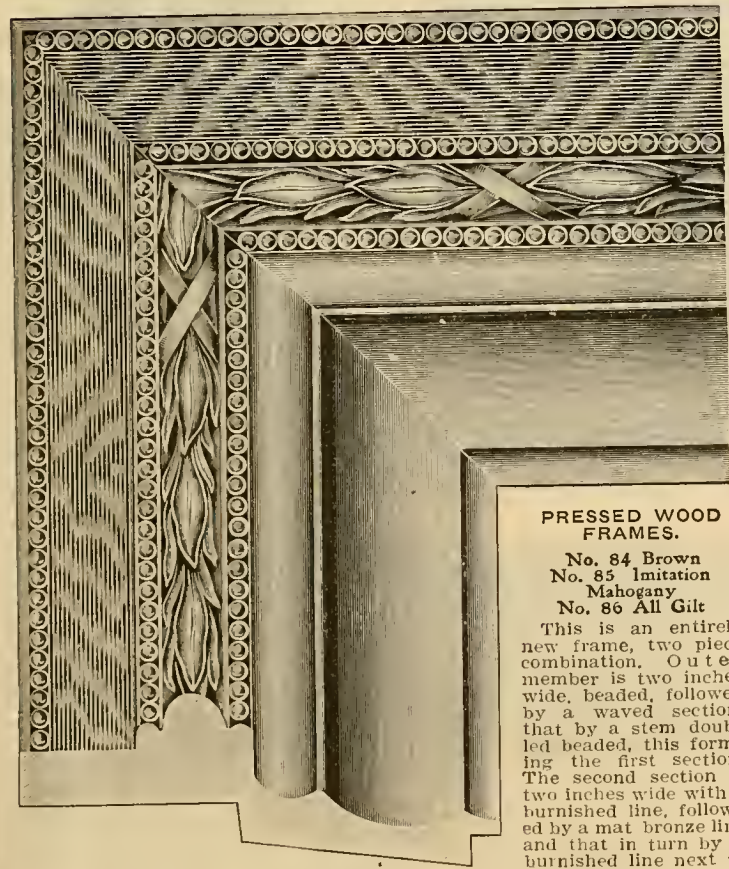
Price, 16x20, empty.....\$0.75
Fitted with glass and back95



PRESSED WOOD FRAMES.

- No. 44. Brown and Gilt.
- No. 56. Olive Green and Gilt.
- No. 87. All Gilt.
- No. 88. Mahogany and Gilt.
- No. 91. Black and Gilt.

Price, 16x20, empty\$0.75
With glass and back95



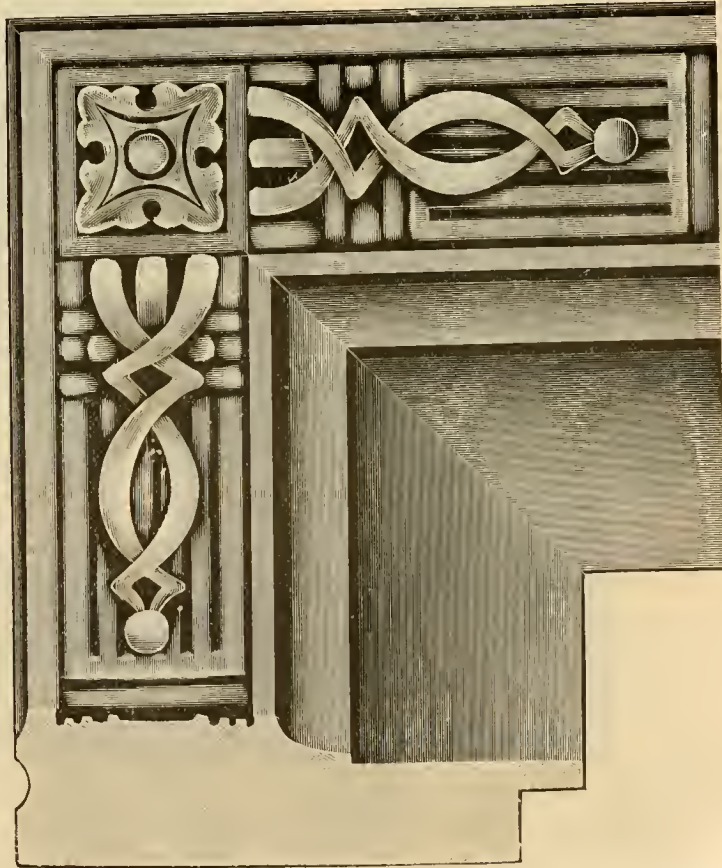
PRESSED WOOD FRAMES.

- No. 84 Brown
- No. 85 Imitation Mahogany
- No. 86 All Gilt

This is an entirely new frame, two piece combination. Outer member is two inches wide, beaded, followed by a waved section, that by a stem doubled beaded, this forming the first section. The second section is two inches wide with a burnished line, followed by a mat bronze line and that in turn by a burnished line next to the opening. Pressed

wood frames have the advantage over all others for shipping. There is no putty or composition used. The ornaments are made by running the moulding through rollers under great pressure. We strongly recommend these frames.

Price, 16x20, empty.....\$0.60
With glass and back..... .80



No. 49. Our new portrait frame, imitation two piece combination, made of moulding three inches wide. The outer member is decorated in geometrical design, which is very bold and startling. It is in green and double cast, hand-laid ornaments on corners also in green. The cut away effect on the panel next to the opening gives the frame distinction and makes it a very desirable portrait frame.

Price, 16x20, empty.....\$0.60
With glass and back..... .80

\$1.00 for this Mammoth Louis XIV High Back Frame

For a limited time and for trial orders we shall furnish this big double deck, high back, gilt and mahogany Louis XIV frame—the sensation of the age—for only \$1.00. Think of so much for so little. Truly it is the red letter bargain of the season and one not to be repeated soon, for such bargains are scarce.



No. 292. Frame is about four inches wide, comes in all gilt or mahogany and gilt. Outside member piano polished mahogany, followed by a two-inch high back, double deck, stem, fully ornamented and perforated. Ornaments on corners and center are hand laid and gold burnished. This is followed by a bronze burnished line receding into a mat bronze section one inch wide.

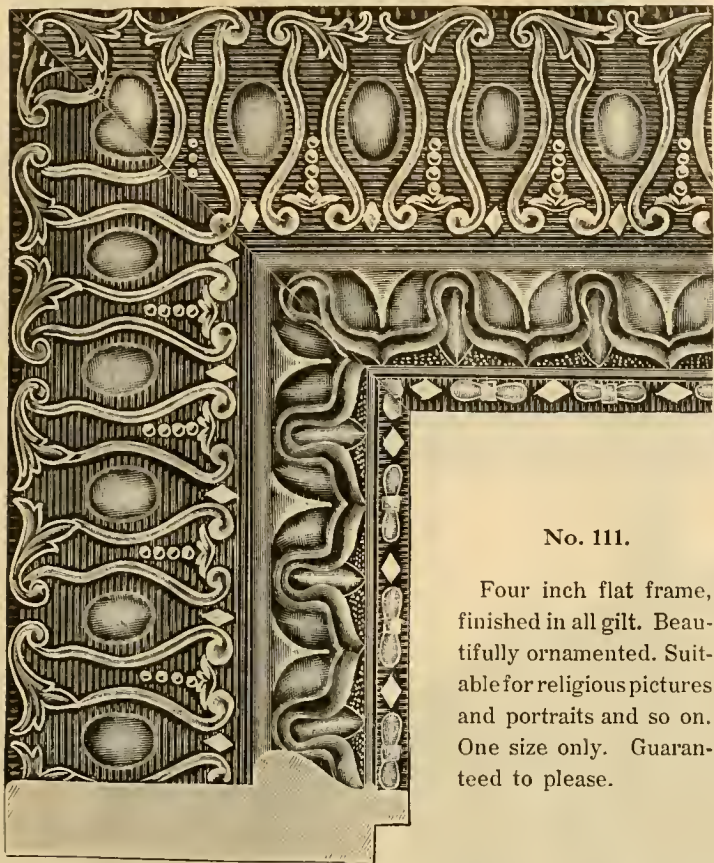
WHAT THIS FRAME IS INTENDED FOR.

We strongly recommend this frame for portraits of all kinds. It is a winner where big show is wanted and will sell where ordinary frames fail. Shoot 'em back at our expense if this statement is not true. The above cut, made direct from the frame, represents the biggest hit in our long career. It is your good luck to buy while they last at a price which makes it possible to double and triple your profits.

No. 292. Mahogany and gilt.

No. 293. All gilt.

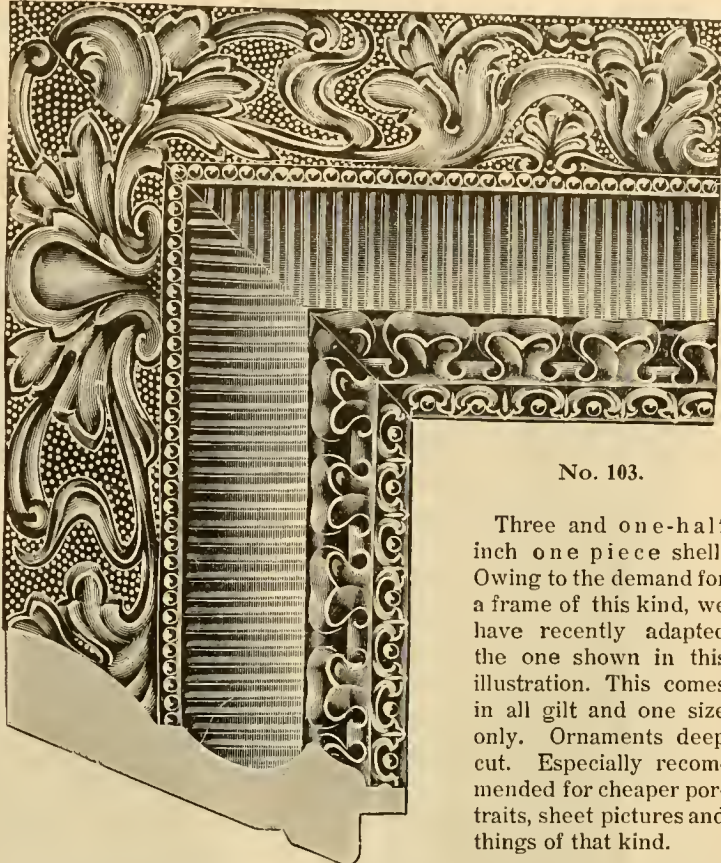
Size 16x20 Empty.....\$1.00 Fitted with glass and back....\$1.20



No. 111.

Four inch flat frame, finished in all gilt. Beautifully ornamented. Suitable for religious pictures and portraits and so on. One size only. Guaranteed to please.

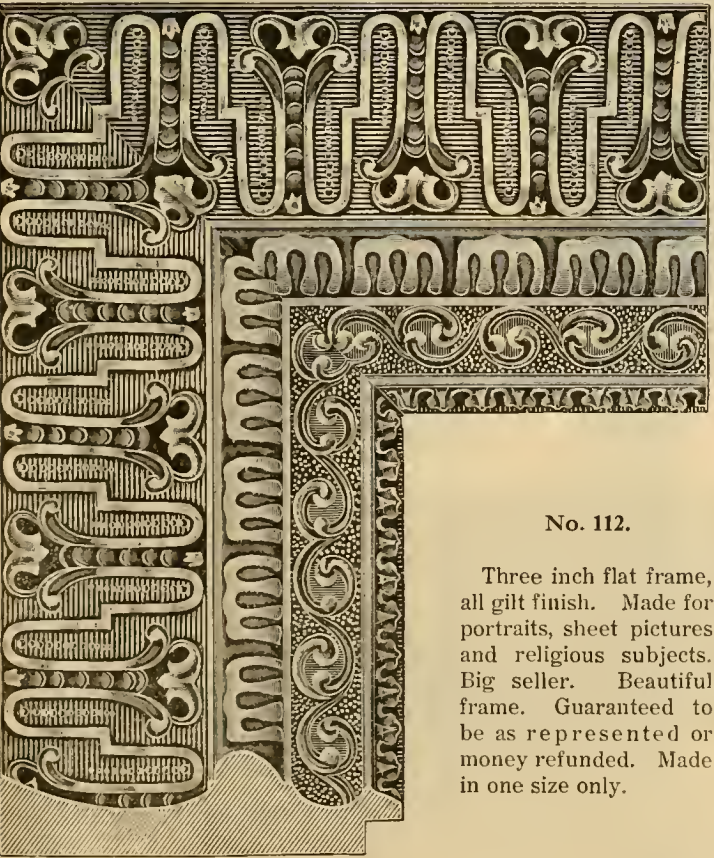
16x20, empty.....\$0.30
With glass and back50



No. 103.

Three and one-half inch one piece shell. Owing to the demand for a frame of this kind, we have recently adapted the one shown in this illustration. This comes in all gilt and one size only. Ornaments deep cut. Especially recommended for cheaper portraits, sheet pictures and things of that kind.

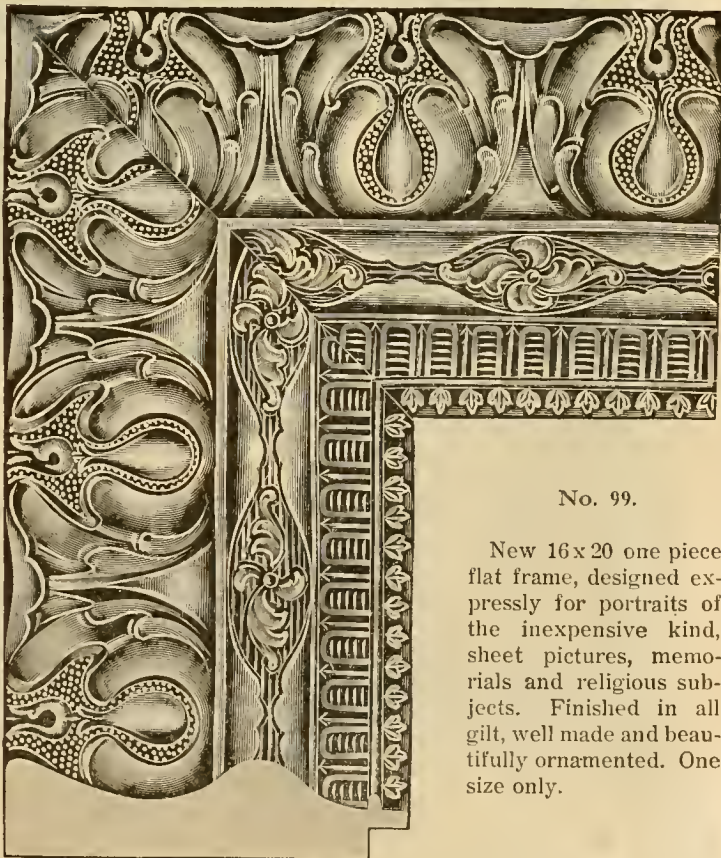
16x20, empty.....\$0.30
With glass and back..... .50



No. 112.

Three inch flat frame, all gilt finish. Made for portraits, sheet pictures and religious subjects. Big seller. Beautiful frame. Guaranteed to be as represented or money refunded. Made in one size only.

16x20, empty.....\$0.25
With glass and back45



No. 99.

New 16x20 one piece flat frame, designed expressly for portraits of the inexpensive kind, sheet pictures, memorials and religious subjects. Finished in all gilt, well made and beautifully ornamented. One size only.

16x20, empty.....\$0.25
With glass and back45

No. 64, 16 x 20, Empty, Only 35 Cents

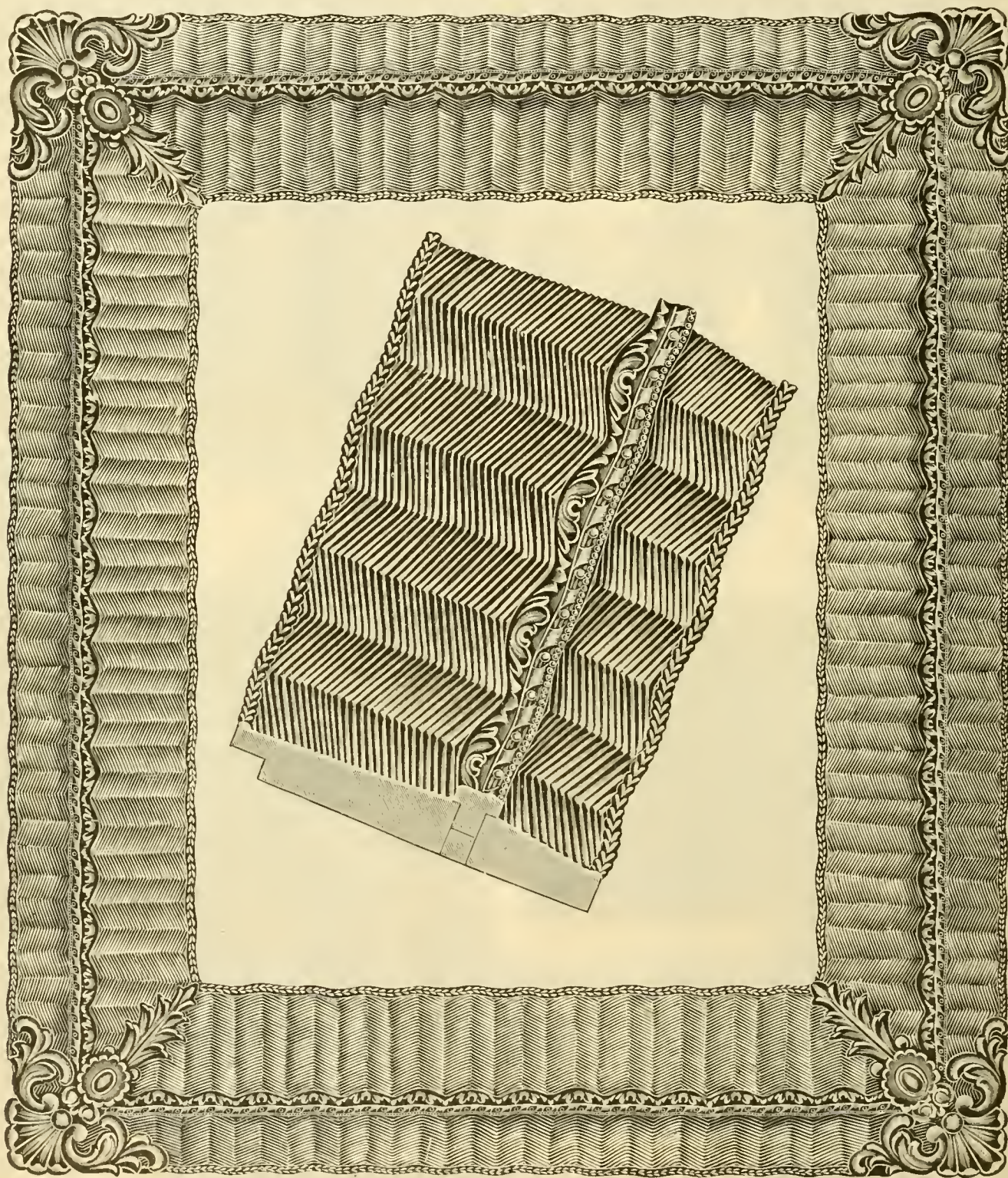
Our No. 64 "Billie" Taft's Favorite.

Made from best kiln dried lumber. Warranted strictly as represented or money cheerfully refunded—that's how we do business. Full Description of No. 64.

Billie Taft's favorite is four inch compo, fence row pattern, in all gilt, hand laid corner ornaments, with two Valenciennes lines

on in and outside edges. Stem slightly raised with floral and polka dot designs, connecting corner ornaments.

No. 64, Billie Taft's Favorite, was designed for a special purpose. It makes a sheet picture shine and puts a portrait in a class all to itself. Many of our boys will make a run on Billie while it's new.



Our Great Offer No. 27

We will make a grade 4 Crayon portrait, fit it into frame No. 64 shown above, 16x20, with glass and back, complete for only \$1.05

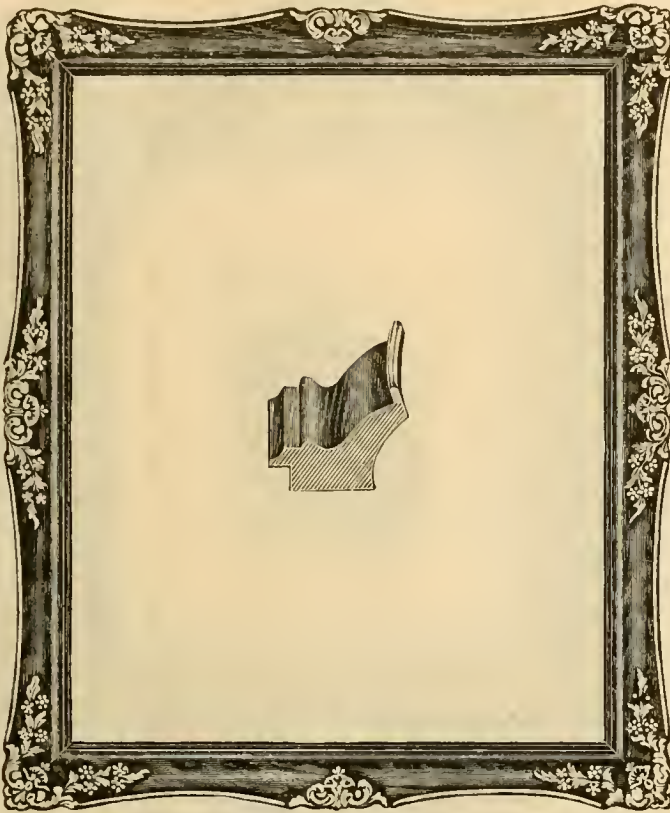
Our Great Offer No. 28

We will make 16x20 Pastel in grade 4 fit into No. 64, all complete for only.....\$1.30

Our Great Offer No. 29

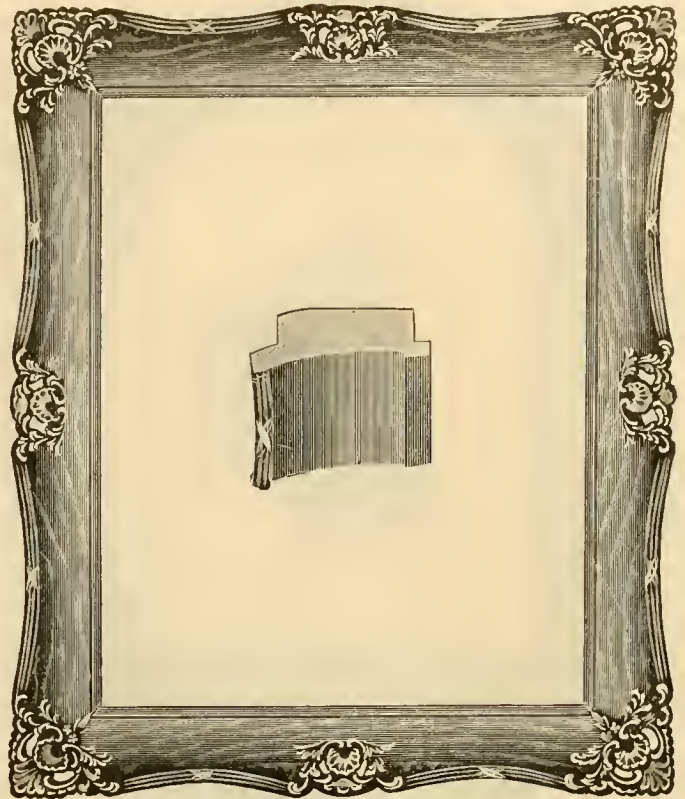
We will send 50 16x20 Billie Taft frames, our No. 64, fitted with glass and back and an assortment of 50 Facsimiles, pastels listed at \$3.00 per 100, for only\$26.00 Remember.

No. 64. 16x20 empty	\$0.35
No. 64. 16x20 with glass and back.....	.55

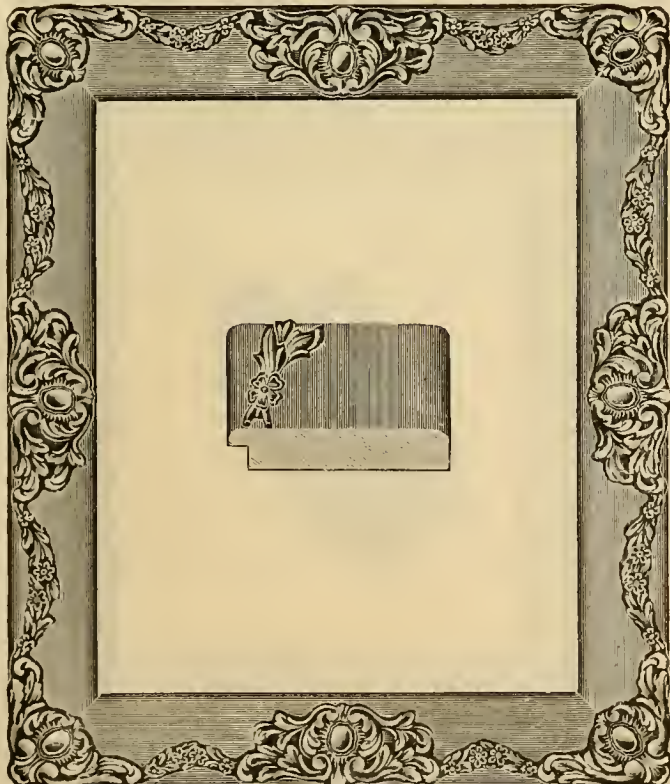


"OUR LITTLE BEAUTY."

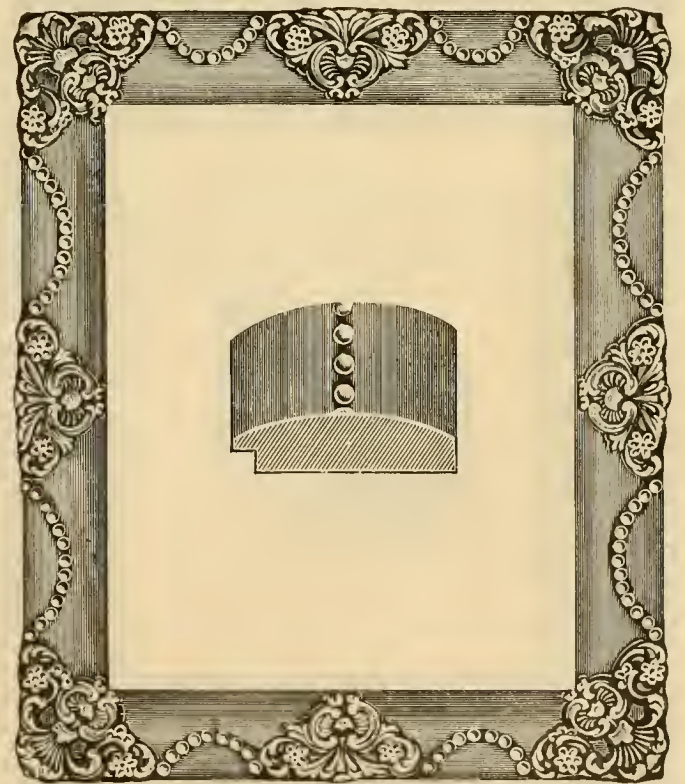
No. 34. Made of best solid oak, two inches wide, finished in brown, beautified by eight hand-laid, all gilt, ornaments, connected by sweeps. Tips of ornaments and all the sweeps are gold burnished. The ornaments are perforated. The shape of the moulding, as will be seen by the illustration, is beautiful, giving the frame a distinction. It's about the neatest frame of its kind that we show. We guarantee it to be perfectly satisfactory.
 Price, 16x20, empty.....\$0.80
 With glass and back..... 1.00



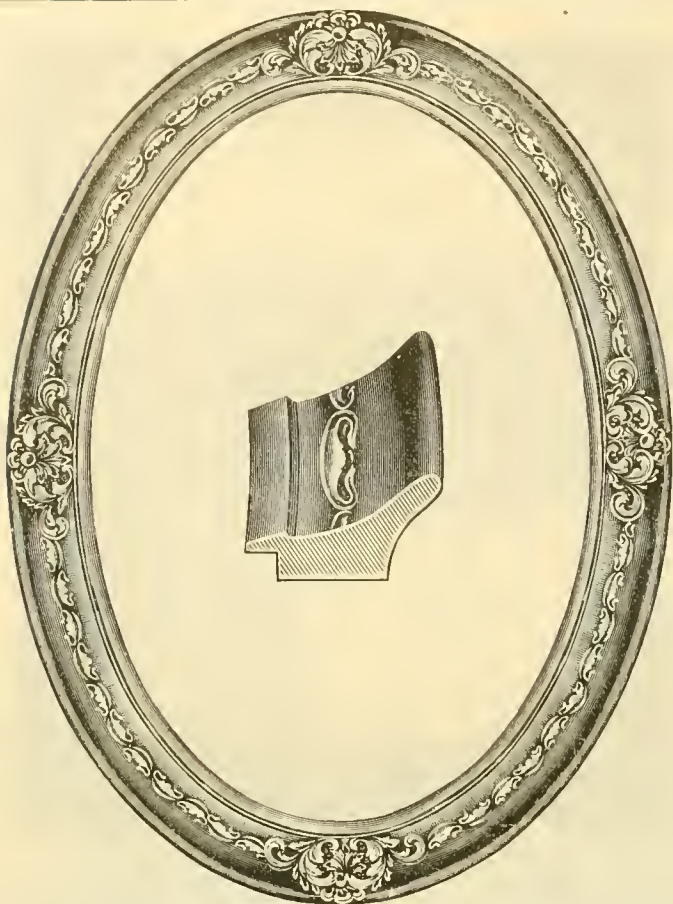
No. 35. Three inch, solid oak frame, beautified by eight hand-laid composition ornaments, the same being connected by sweeps of the same material and the tips are all highly gold burnished. The frame is finished in brown. The corners and side ornaments are perforated. The shape of the moulding as is seen by the illustration is hollowed, making the portrait set well within and giving it an appearance that is very artistic.
 Price, 16x20, empty\$1.25
 With glass and back..... 1.45



No. 38. Three inches wide, all gilt, mat bronze finish, beautified by eight double cast, hand-laid ornaments, the tips of which are gold burnished. Corner and center ornaments are connected by floral wreath as shown by illustration. The shape of the moulding is somewhat flat giving it an appearance very desirable in portraits and high grade sheet pictures. It is a frame that we recommend strongly and guarantee to be absolutely as we describe it.
 Price, 16x20, empty.....\$0.75
 Glass and back..... .95

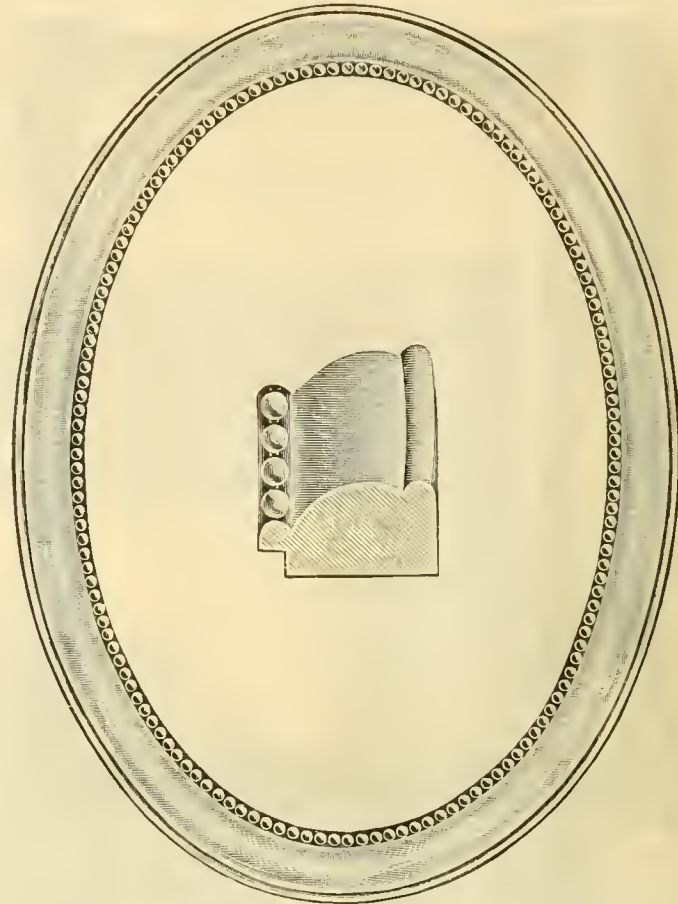


No. 43. Three inch, all gilt, mat bronze finish, profusely decorated with hand-laid double cast ornaments, eight in all, corners and center being connected by heads. The tips on corner and center ornaments are gold burnished. The shape of the moulding as will be seen in the illustration, gives the frame an effect not found in any other combination. We recommend this frame for high grade portraits and know that it will give the very best of satisfaction.
 Price, 16x20, empty.....\$1.00
 With glass and back..... 1.20



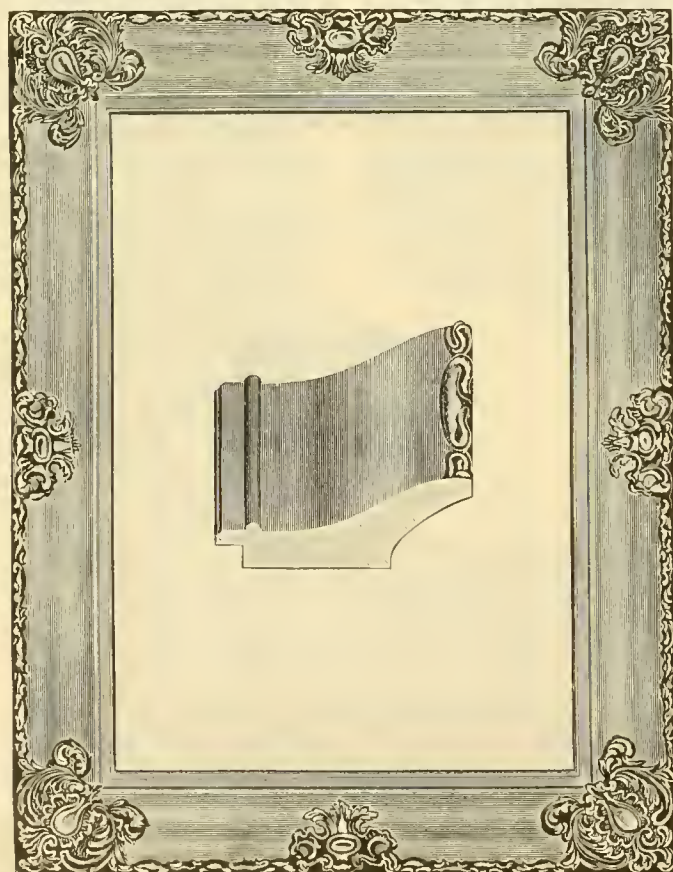
No. 98. Oval frame in all gilt about two inches wide, profusely and delicately ornamented, the tips of the ornaments being burnished. Made in the following sizes:

12x20, empty	.....\$0.75	With glass and back	.....\$0.95
14x20, empty	......75	With glass and back	......95
16x20, empty	......75	With glass and back	......95



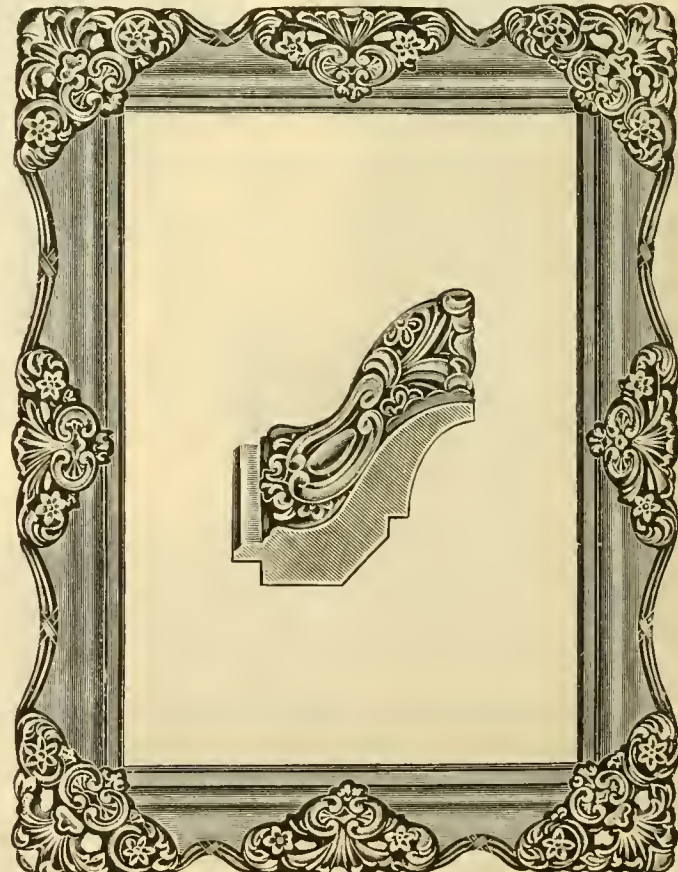
No. 97. Oval frame, about two inches wide, finished in mat bronze, beads next to the opening. Excellent frame for portraits and other purposes. Made in the following sizes:

12x20, empty	.....\$0.50	With glass and back	.....\$0.70
14x20, empty	......50	With glass and back	......70
16x20, empty	......50	With glass and back	......70



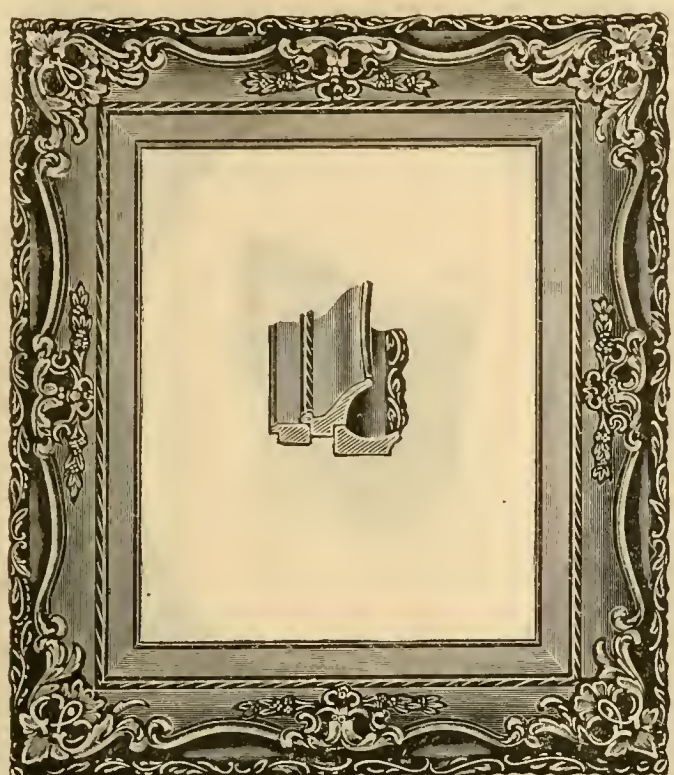
No. 19. Beautiful mat bronze frame about three inches wide, hand laid double cast ornaments, tips of which are gold burnished. Excellent frame for portraits. Made in the following sizes:

12x20, empty	.....\$0.75	With glass and back	.....\$0.95
14x20, empty	......75	With glass and back	......95
16x20, empty	......75	With glass and back	......95

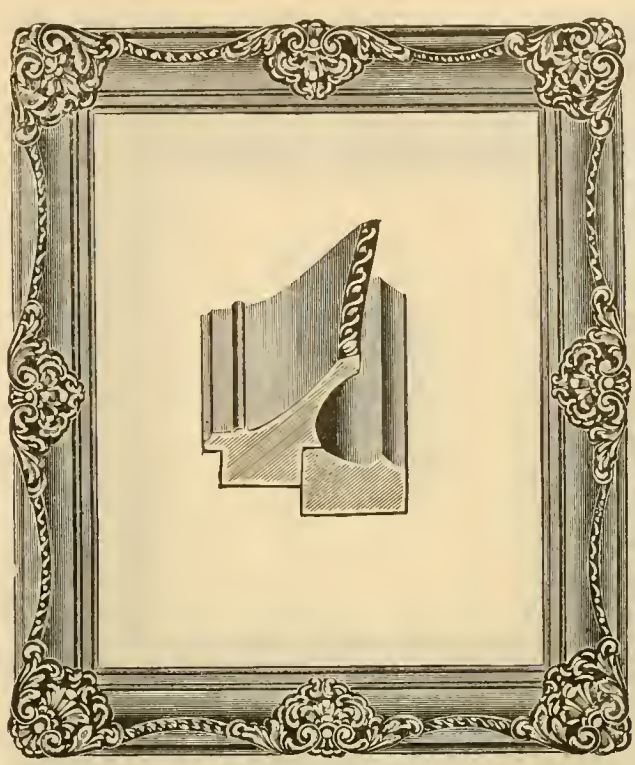


No. 42. Neat shell, all gilt, mat bronze frame; corners and center pieces, hand laid ornaments, tips of which are gold burnished. The ornaments also perforated. Scroll design. Made in the following sizes:

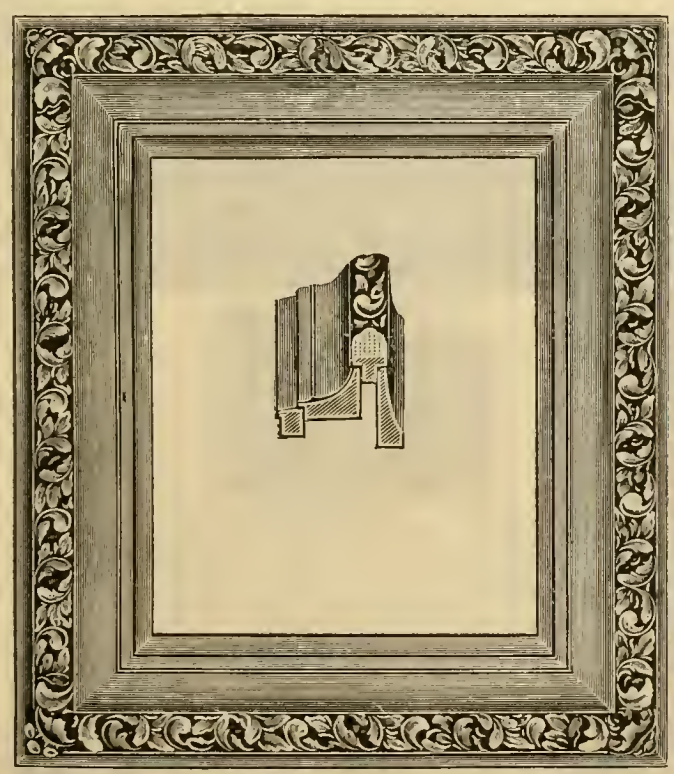
12x20, empty	.....\$0.80	With glass and back	.....\$1.00
14x20, empty	......80	With glass and back	.....1.00
16x20, empty	......80	With glass and back	.....1.00



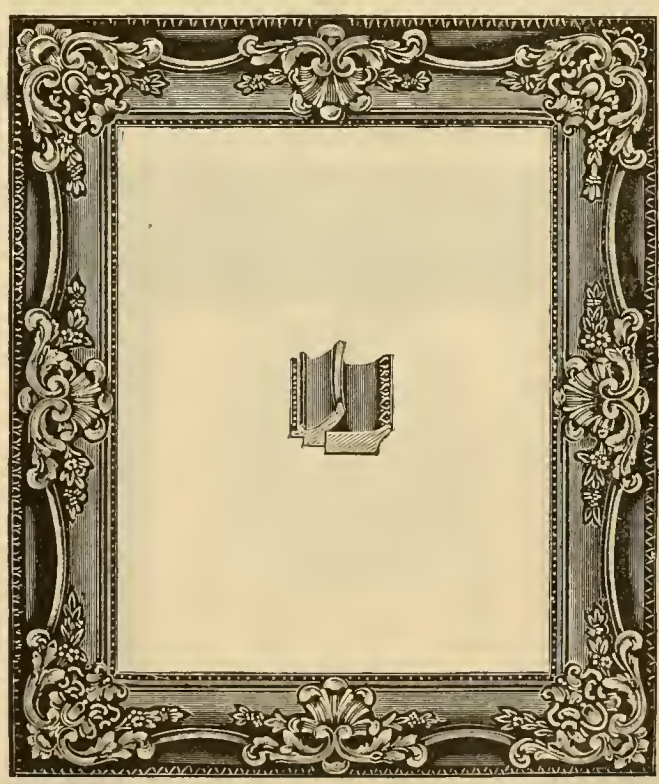
No. 221. This frame represents one of our double deck, all gilt frames, about 6 inches wide, which is profusely ornamented and beautifully decorated. The double cast corners of this frame lend additional grace and being gold burnished makes it a frame of value. The whole is mat sized, which guarantees that it will hold its own and is an article that we can recommend. 16x20, empty\$3.50
16x20, with glass and back..... 3.70



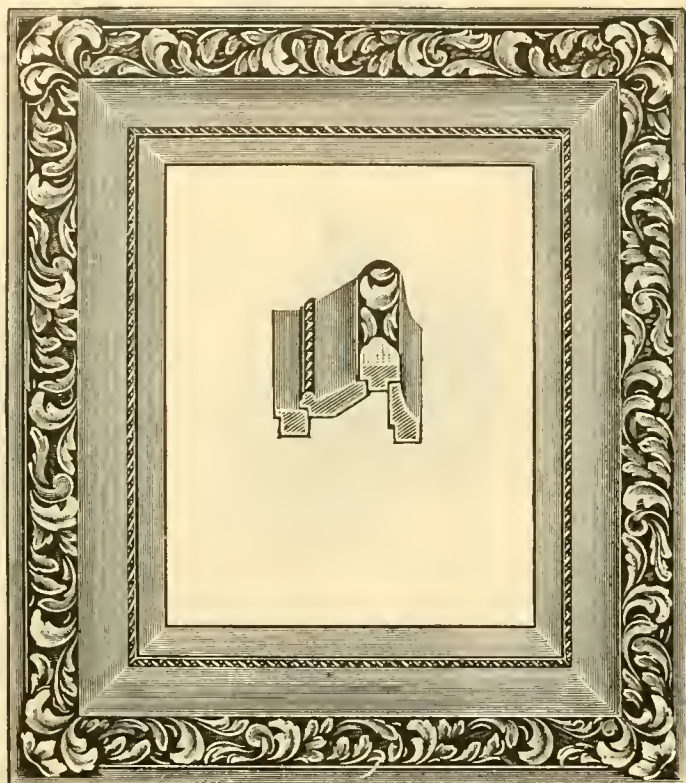
No. 291. About three and one-half inches wide, in all gilt. A two-piece high back. Double cast, hand laid ornaments on corners and center. Finished in mat bronze. An inexpensive, high back frame, well worth double the price. Size, 16x20.
16x20 Empty.....\$1.25 With glass and back.....\$1.45



No. 225. This is another very large, massive frame, about 5½ inches wide and, like its companions, are very bold and striking ornaments, all gold leaf, giving it a value that is not found in an ordinary frame. The whole is all gilt, mat sized, guaranteed to hold its own.
16x20 Empty.....\$5.00 With glass and back.....\$5.20
20x24 Empty..... 6.00 With glass and back..... 6.36

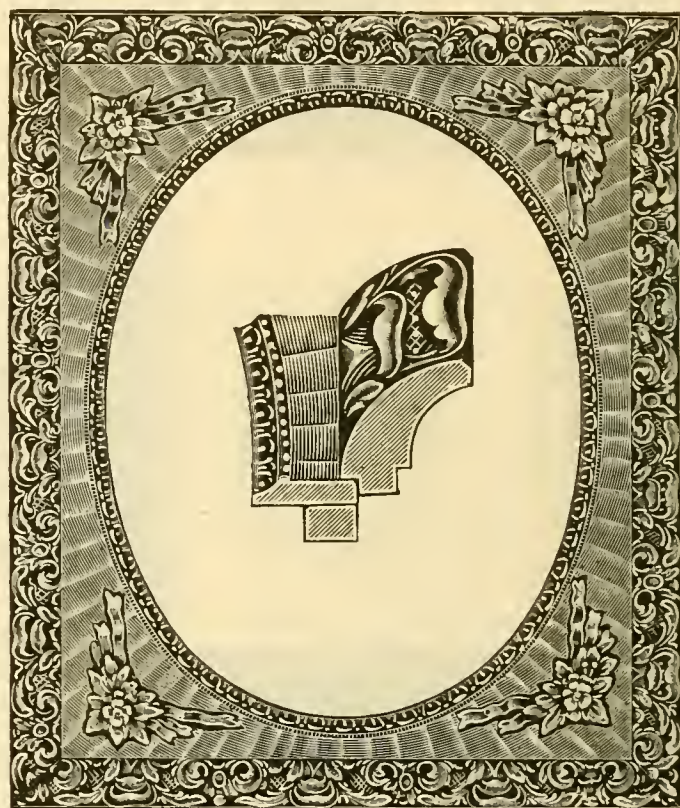


No. 220. An all gilt, double deck frame, 4 inches wide. The corner ornaments and sweeps solid gold leaf. The double deck portion of this frame is perforated, the back ornamented, and the whole finished in mat bronze. The beaded line, next to the opening, is a distinctive feature and the frame is a good one for portraits of the better grade. 16x20, empty.....\$2.50
With glass and back..... 2.70



No. 299. 6-inch deep, all gilt, high back frame. Ornaments hand laid, profusely gold burnished. The entire frame in mat bronze.

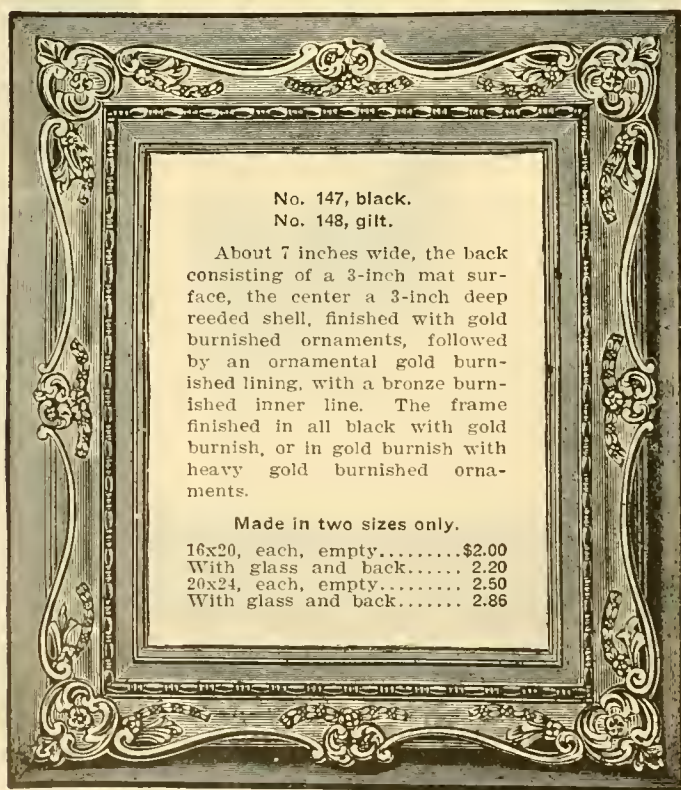
16x20 Empty.....	\$2.00	With glass and back.....	\$2.20
18x22 Empty.....	2.50	With glass and back.....	2.80
20x24 Empty.....	3.00	With glass and back.....	3.36



No. 306. Deep shell with sunbeam mat. First section 2-inch, all gilt shell, ornamented, followed by sunbeam, all gilt mat with hand laid ornaments, with fancy line in gilt next to the opening. Size, 16x20.

16x20 Empty.....	\$0.60	With glass and back.....	.80
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Our goods are as represented. We have been telling the same story seventeen years. It's an old story, but true.



No. 147, black.
No. 148, gilt.

About 7 inches wide, the back consisting of a 3-inch mat surface, the center a 3-inch deep reeded shell, finished with gold burnished ornaments, followed by an ornamental gold burnished lining, with a bronze burnished inner line. The frame finished in all black with gold burnish, or in gold burnish with heavy gold burnished ornaments.

Made in two sizes only.

16x20, each, empty.....	\$2.00
With glass and back.....	2.20
20x24, each, empty.....	2.50
With glass and back.....	2.86



No. 157. Another new, all gilt, massive, double deck frame, guaranteed to please and is a frame that is made to supply the wants of those who want much for little. Profusely decorated with hand laid ornaments, all of which are gold burnish. The tips of the sweeps on the high back section are gold burnish and the lining is gold burnish, which reflects the bead effect of that section forming the base of the high back. The whole is mat size and is guaranteed not to tarnish. The frame itself is about 6 inches wide. Price, 16x20, empty.....\$1.50 Fitted with lass and back..... 1.70



No. 169. Best low price, one piece frame on earth. Fully ornamented solid gilt. About four inches wide. Very fancy. Outer edges serrate design. For sheet pictures and memorials. The corners are perforated. The whole is a big winner.

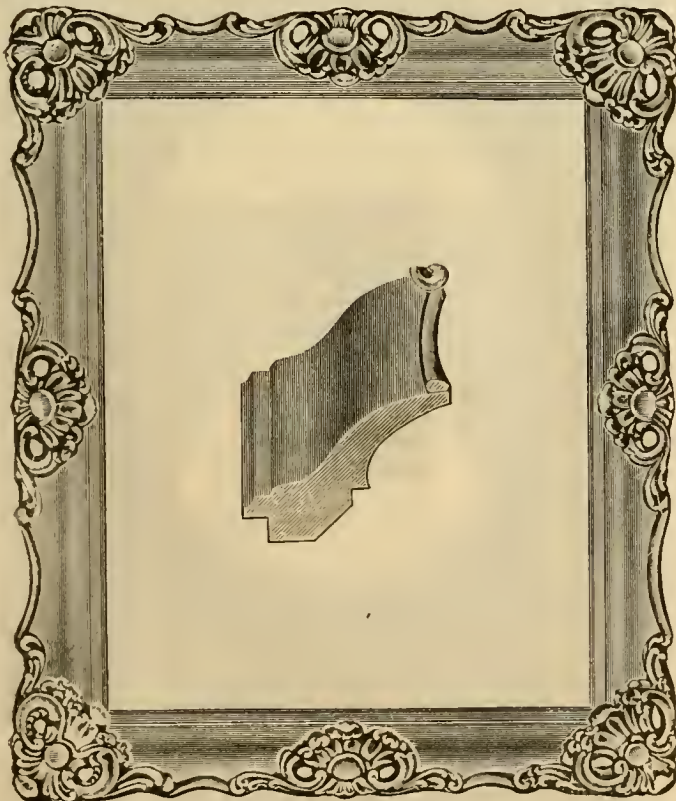
Price, 16x20, empty\$0.50
With glass and back70



No. 94. This frame designed expressly for those wanting a neat and tasty article, profusely ornamented as shown. Finished in all gilt. Mat bronze.

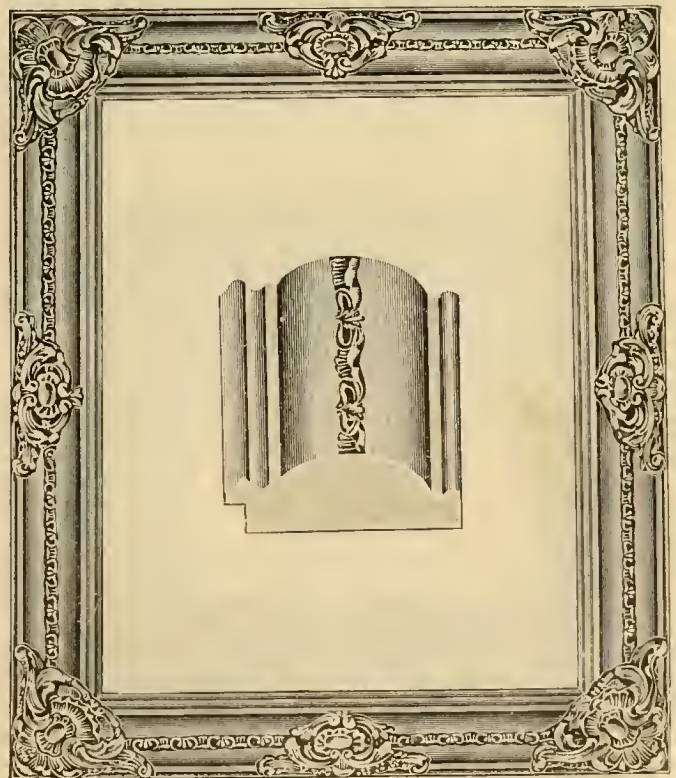
Price, 16x20, empty\$0.35
With glass and back55

FOUR BIG WINNERS



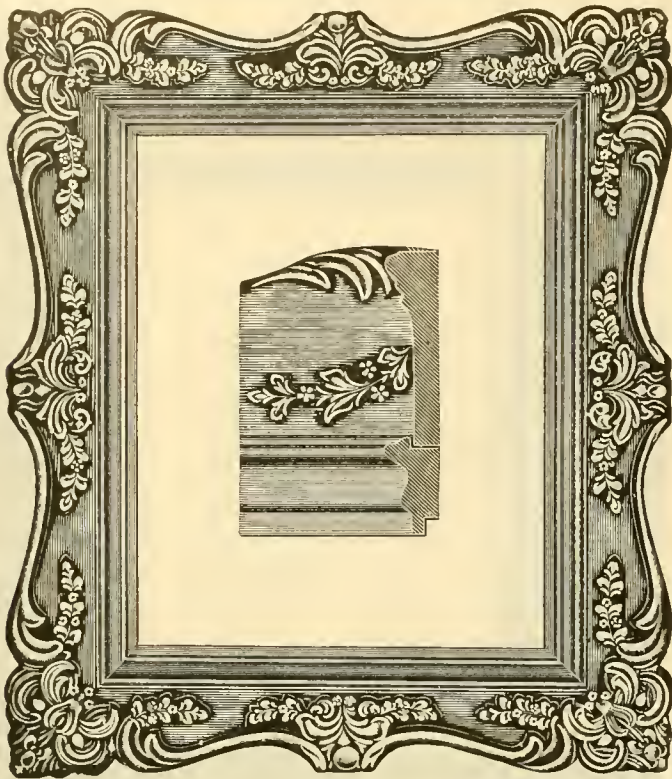
No. 51 New shell pattern, all gilt frame, about three inches wide, double cast ornaments, tips of which are gold burnished. Ornaments also perforated. Mat bronze finish.

Price, 16x20, empty\$0.75
With glass and back95



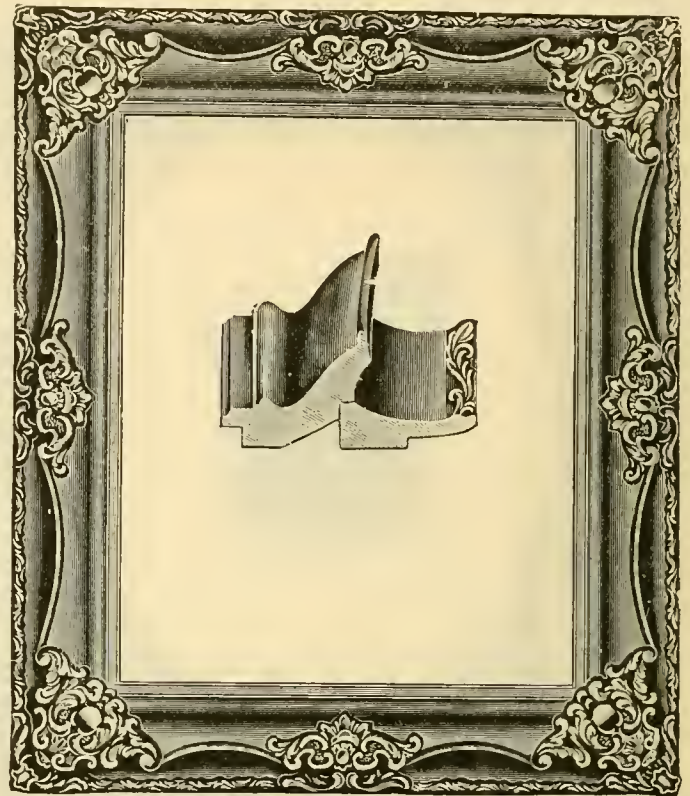
No. 17. Three inch, all gilt, beautifully ornamented frame, made of best material, hand laid double cast ornaments, tips of which are profusely gold burnished.

Price, 16x20, empty\$0.75
With glass and back95



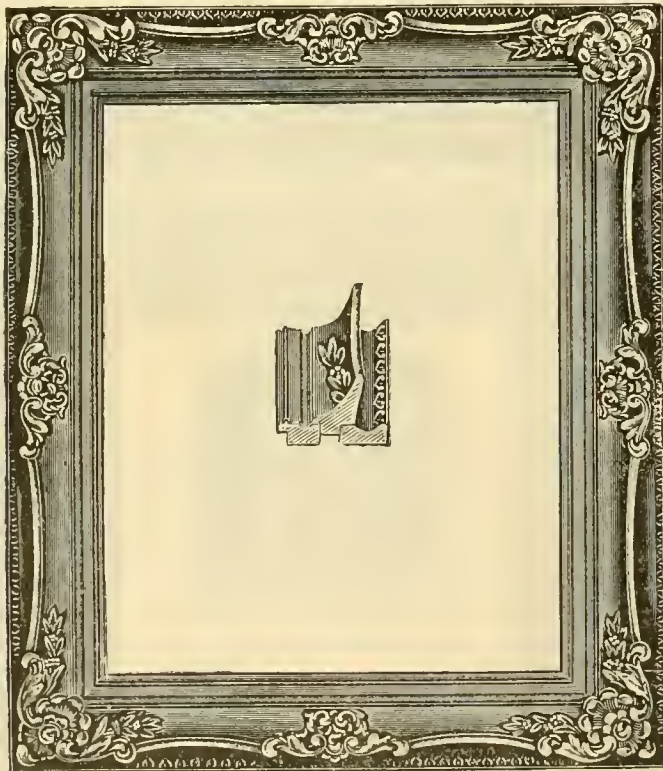
No. 159. A new pattern in all gilt, the corners perforated, ornaments hand laid and gold burnished. The frame is about 5½ to 6 inches wide, serpentine outline. Lining mat bronze burnish, all sweeps and the outer rim gold burnished, and taken as a whole is one of the prettiest patterns we show. The frame was especially designed to meet a certain trade and we strongly recommend it for that purpose. Size, 16x20, in all gilt.

Price, empty\$1.50 Fitted with glass and back... 1.70



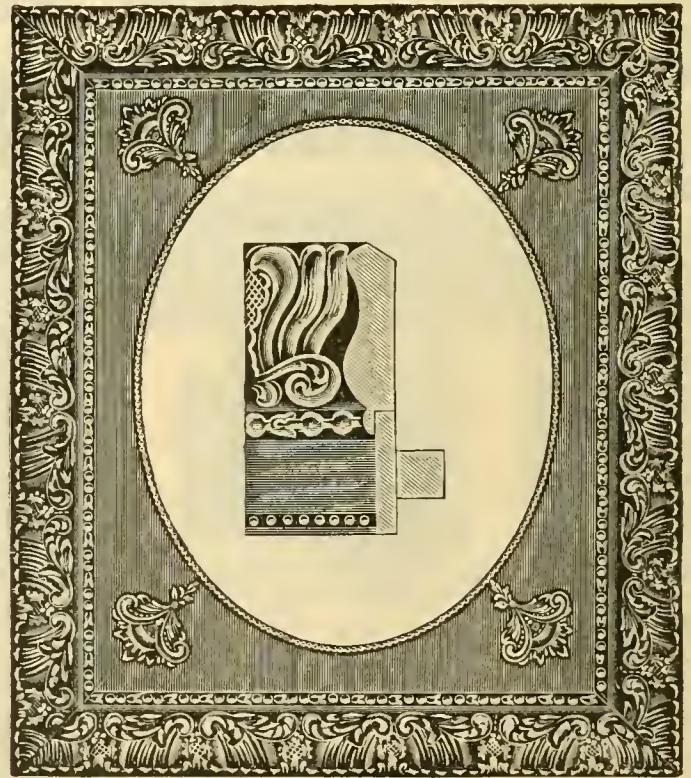
No. 80 is an all gilt, double deck, high back. Upper and lower deck profusely beautified with hand-laid, double-cast ornaments. The high back has eight ornaments, the tips of which are solid gold burnish. The frame is an all gilt, mat bronze finish, something new, and was designed for high grade portraits. The section of the cut shows the shape and form of the molding.

Price, 16x20, empty\$1.25
With glass and back 1.45



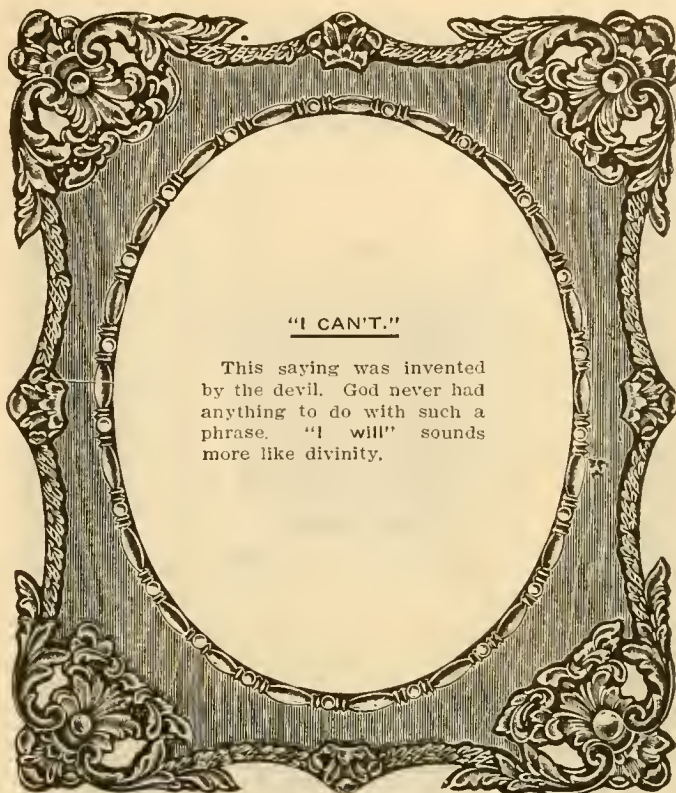
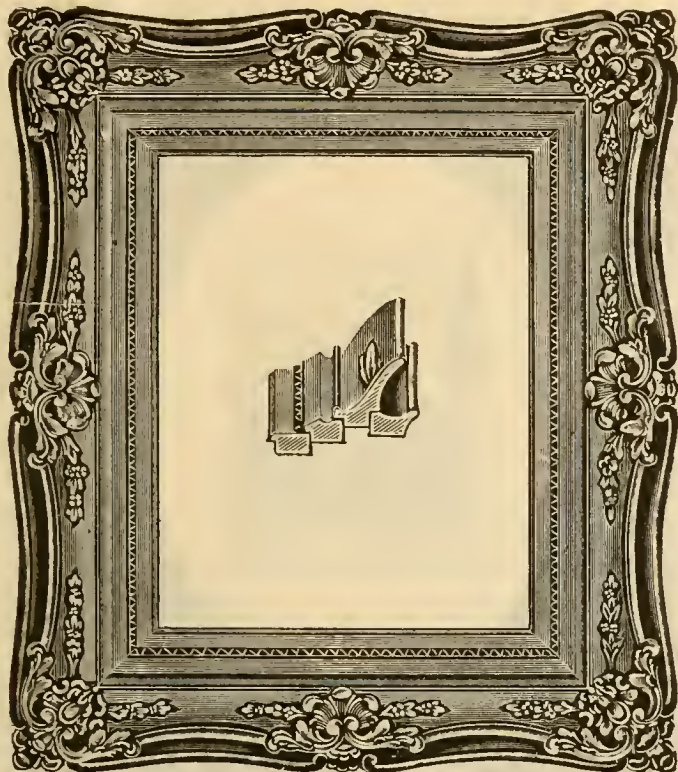
No. 228. Another very dainty double decker, about 3½ inches wide. The outer edge of the first member is ornamented, the double deck section is elaborately ornamented with double cast hand laid gold burnished ornaments connected by sweeps, that are also gold burnished and that followed by a mat burnished member. The whole guaranteed not to tarnish.

16x20 Empty\$2.00 With glass and back.....\$2.20



No. 126. A new pattern in composition veneer. This is beyond question one of the most striking patterns we have brought out for a long, long time, and it is finished in such a way as to make it desirable. The outer member is in all gilt, mat size, the lining next to the opening all gilt, the ornaments on the veneer mat gilt tipped and the veneer mat or flat portion of the frame is in all brown. This, as stated, is a combination of veneers. It takes a regular 16x20 square glass.

Price, empty\$0.75
Fitted with glass and back..... .95



"I CAN'T."

This saying was invented by the devil. God never had anything to do with such a phrase. "I will" sounds more like divinity.

No. 237. Another very massive, double decked, all gilt frame, about 7 inches wide. This frame is designed especially for high grade portraits in pastel or oil and can always be sold to a choice trade. The first member is profusely decorated, as will be observed, having hand laid, double cast, gold burnished corners and the sweeps connecting these corners are in gold leaf. The double deck has double cast ornaments and the sweeps and knobs are also gold leaf. In fact, the whole outer edge of this frame is in gold leaf. It has a mat bronze member at the opening, or near the opening, that gives it additional grace, and the whole is a frame that we feel justly proud of.

16x20 Empty\$5.00
With glass and back.....5.20

No. 131. This frame is the pride of the "Consolidated," made in three ply seasoned oak, bronze veneer, showing the grain. Regular imperial design, with hand laid ornaments, profusely gold burnished. The sausage lining is also gold burnished. Size 16x20.

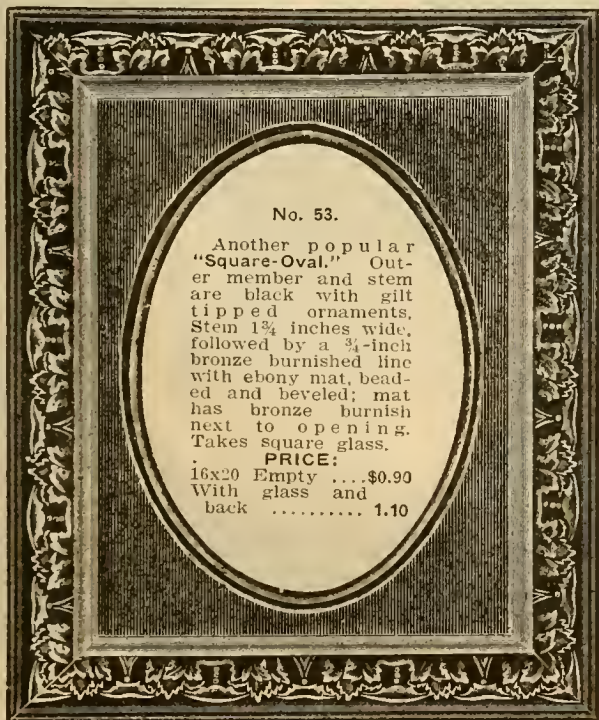
16x20 Empty\$1.00
With glass and back.....1.20

TO THE FARMER BOY

The picture business offers the quickest way to reach a lasting job. Don't plow corn, hoe cotton, thresh wheat, or worm tobacco at a trifle when half the energy spent in the picture business will produce twice the gain.

No honest boy need do farm drudgery unless he chooses. Nothing polishes a young man or gives him that knowledge of men and affairs as the picture business, for the simple reason the nature of it forces him in contact with the world in its various phases.

It is said that Sir Thomas Lipton sold Crayon portraits in New Orleans not a great many years ago. Nearly all of the noted men of the present and past did more or less canvassing. It's the best school, for it's practical experience boiled down to the very essence.

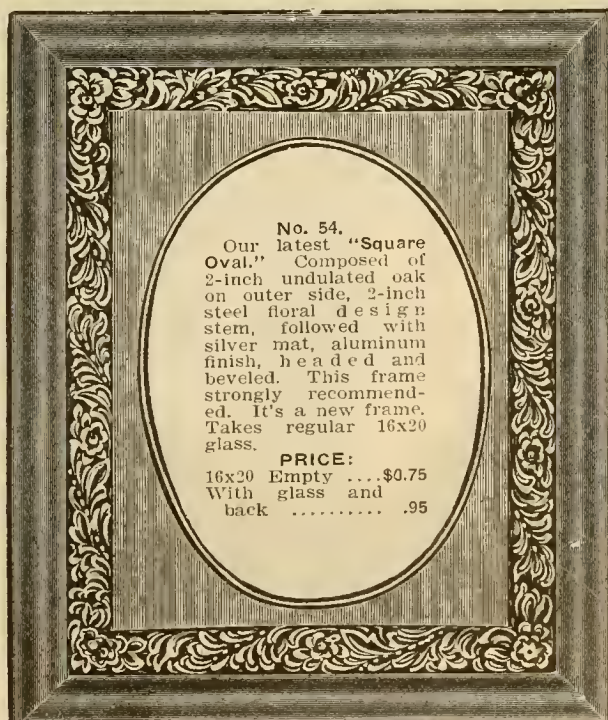


No. 53.

Another popular "Square-Oval." Outer member and stem are black with gilt tipped ornaments. Stem 1 3/4 inches wide, followed by a 3/4-inch bronze burnished line with ebony mat, beaded and beveled; mat has bronze burnish next to opening. Takes square glass.

PRICE:

16x20 Empty\$0.90
With glass and back1.10

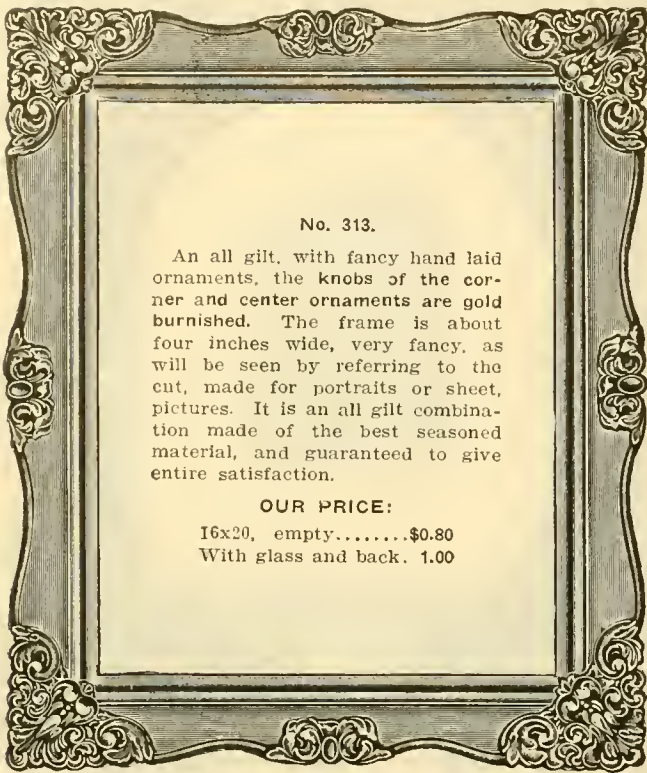


No. 54.

Our latest "Square Oval." Composed of 2-inch undulated oak on outer side, 2-inch steel floral design stem, followed with silver mat, aluminum finish, headed and beveled. This frame strongly recommended. It's a new frame. Takes regular 16x20 glass.

PRICE:

16x20 Empty\$0.75
With glass and back95

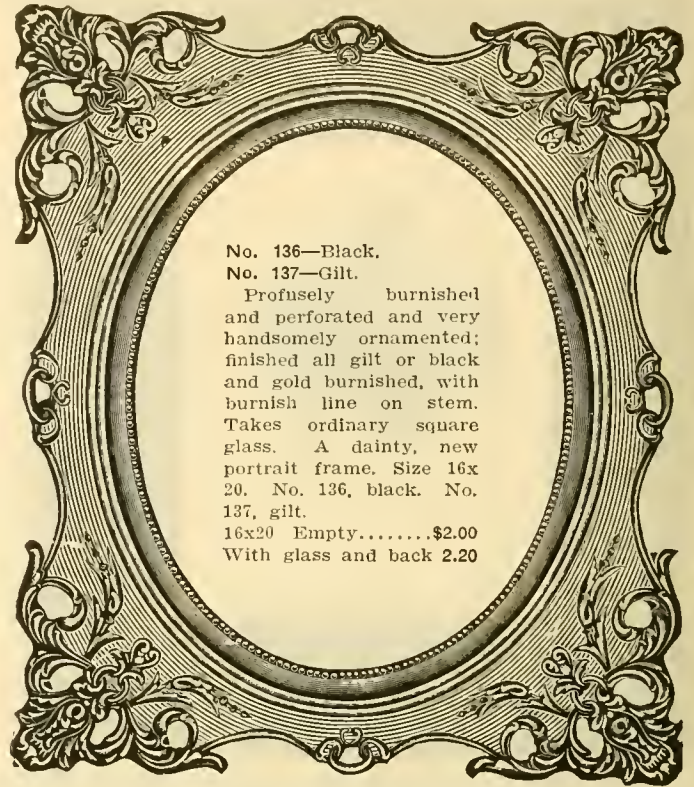


No. 313.

An all gilt, with fancy hand laid ornaments, the knobs of the corner and center ornaments are gold burnished. The frame is about four inches wide, very fancy, as will be seen by referring to the cut, made for portraits or sheet pictures. It is an all gilt combination made of the best seasoned material, and guaranteed to give entire satisfaction.

OUR PRICE:

16x20, empty.....\$0.80
With glass and back. 1.00



No. 136—Black.

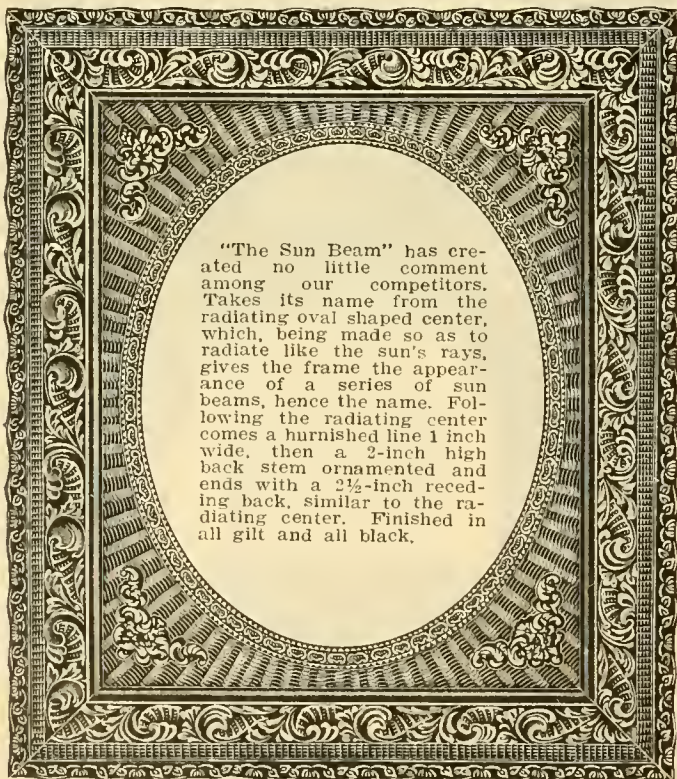
No. 137—Gilt.

Profusely burnished and perforated and very handsomely ornamented; finished all gilt or black and gold burnished, with burnish line on stem. Takes ordinary square glass. A dainty, new portrait frame. Size 16x20. No. 136, black. No. 137, gilt.
16x20 Empty.....\$2.00
With glass and back 2.20

The "Letter of Credit" Plan

The plan to allow honest agents time to make deliveries before paying for goods is original with us. It has helped thousands of worthy, though poor men, to gain a foothold.

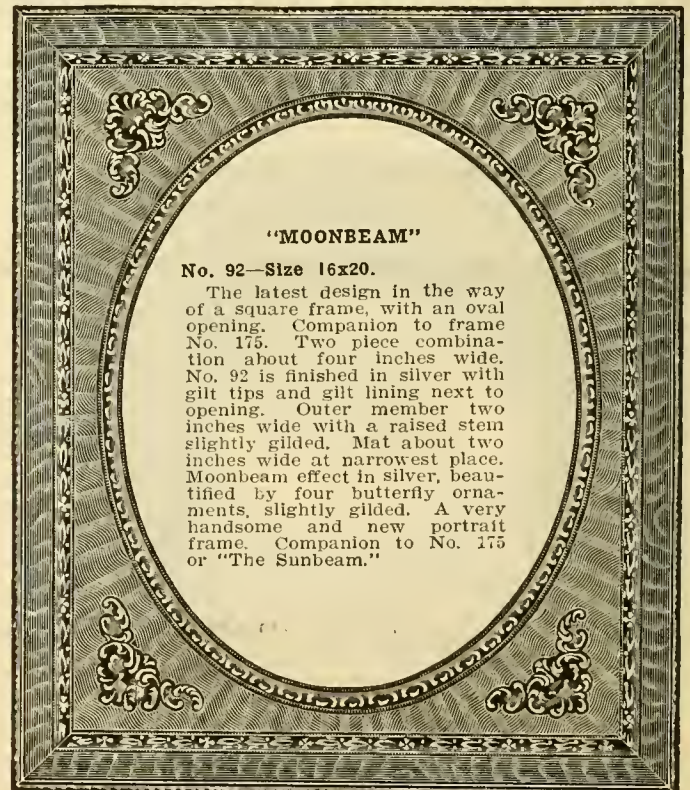
Our immense stock is at your disposal if you work for us upon the "L. & C." plan. All samples, in fact everything except the little personal expenses, is furnished free. This plan gives you a stock of thousands of dollars to choose from. You pay the wholesale price and keep the difference between cost and the retail price for your time and trouble. An article that costs at wholesale \$1.00 retails for \$2.00, \$3.00, or even more. Almost any one, regardless of education or training, can sell some goods. It takes few sales to make a good salary. Risk it at our expense.



"The Sun Beam" has created no little comment among our competitors. Takes its name from the radiating oval shaped center, which, being made so as to radiate like the sun's rays, gives the frame the appearance of a series of sun beams, hence the name. Following the radiating center comes a burnished line 1 inch wide, then a 2-inch high back stem ornamented and ends with a 2½-inch receding back, similar to the radiating center. Finished in all gilt and all black.

"THE SUN BEAM."

Our No. 175—Black. 16x20 empty.....\$0.85
Our No. 174—Gilt. With glass and back..... 1.05

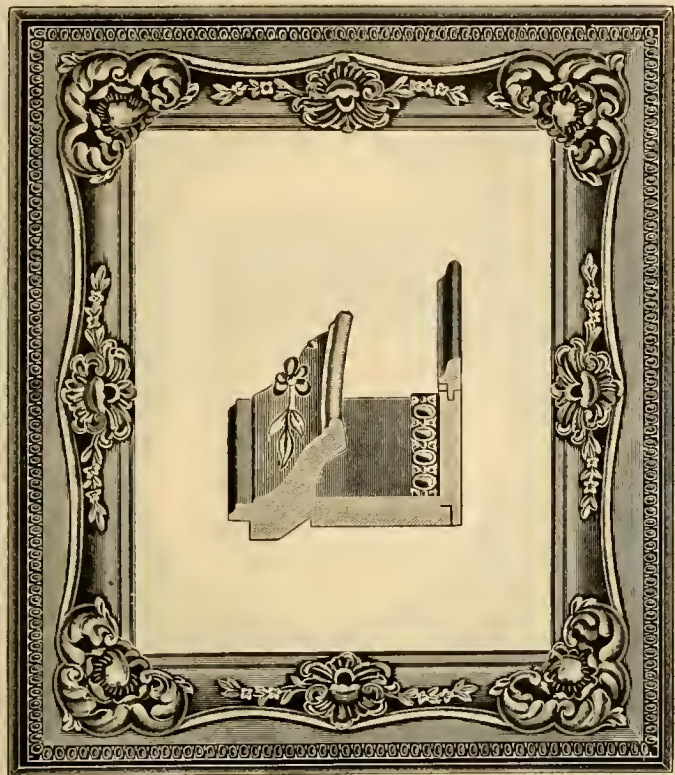
**"MOONBEAM"**

No. 92—Size 16x20.

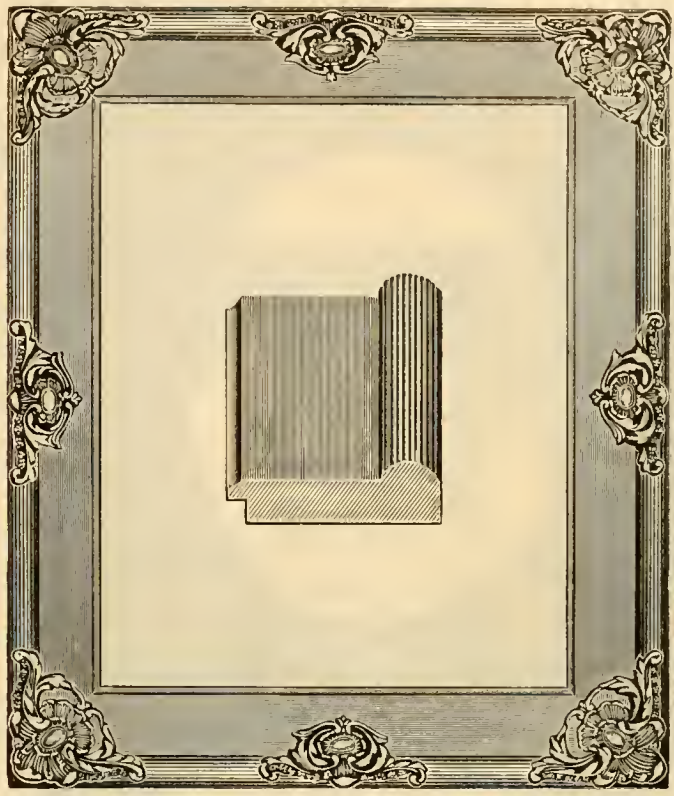
The latest design in the way of a square frame, with an oval opening. Companion to frame No. 175. Two piece combination about four inches wide. No. 92 is finished in silver with gilt tips and gilt lining next to opening. Outer member two inches wide with a raised stem slightly gilded. Mat about two inches wide at narrowest place. Moonbeam effect in silver, beautified by four butterfly ornaments, slightly gilded. A very handsome and new portrait frame. Companion to No. 175 or "The Sunbeam."

"THE MOONBEAM."

Our price, 16x20 empty.....\$0.60
With glass and back..... .80



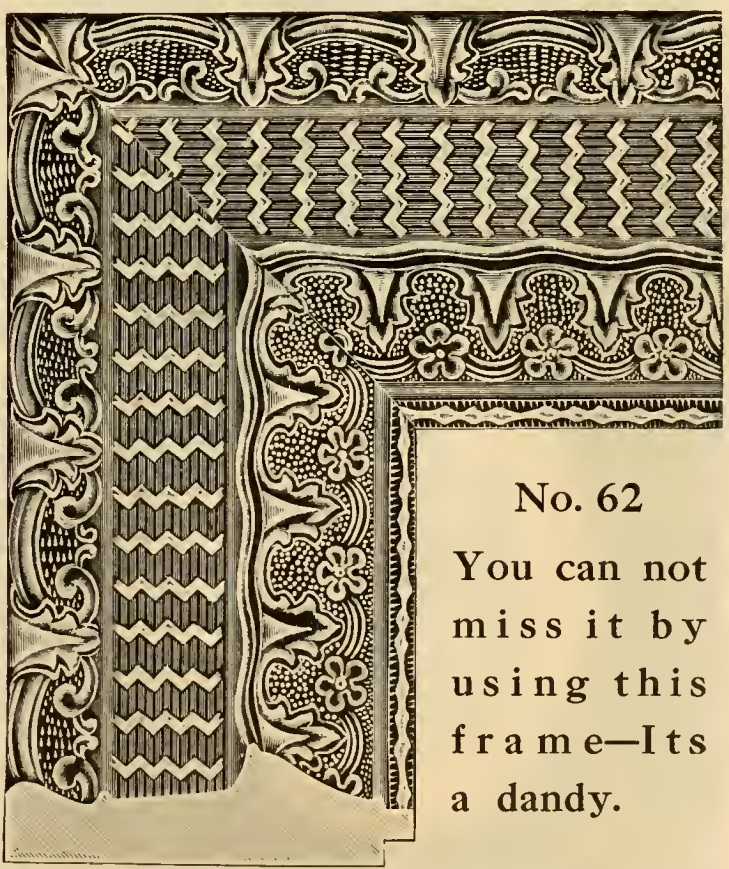
No. 104. High back, double deck frame. Hand laid ornaments, each of which is profusely gold burnished. Sweeps connecting these ornaments are likewise gold burnished. The ornaments are perforated. Comes in a shadow box. The illustration in the center of the cut shows a section of the shadow box. The cheapest and biggest bargain on the market. Our low price:
Price, 16x20, empty\$1.50
With glass and back..... 1.70



No. 95. Three inch frame. Colonial design. Hand laid double cast ornaments, tips of which are gold burnished. Finished in mat bronze. Excellent frame for portraits.
Price, 16x20, empty.....\$0.65
With glass and back..... .85

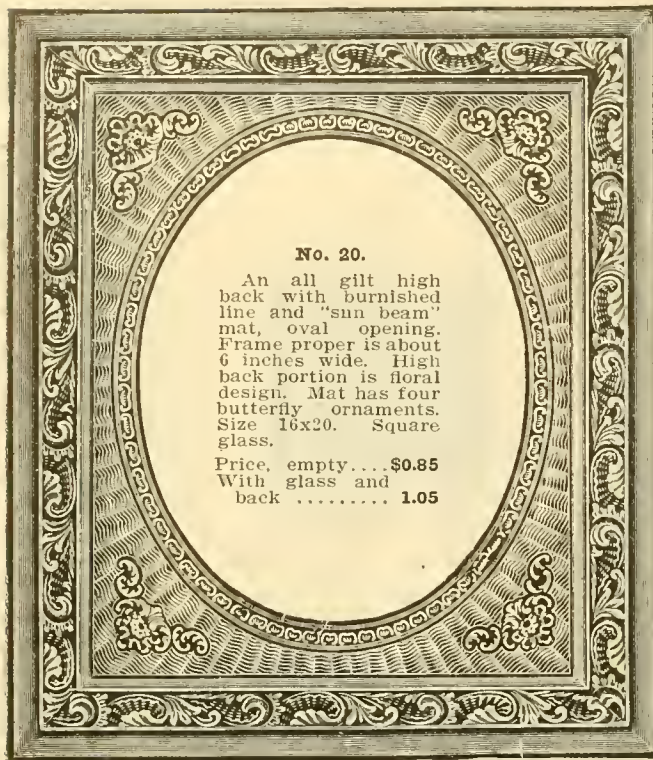


No. 96. Four piece combination, all gilt frame, designed expressly for portraits. Mat bronze finish. Comes in the following sizes:
12x20, empty.....\$0.60 With glass and back.....\$0.80
14x20, empty..... .60 With glass and back..... .80
16x20, empty..... .60 With glass and back..... .80



No. 62
You can not miss it by using this frame—Its a dandy.

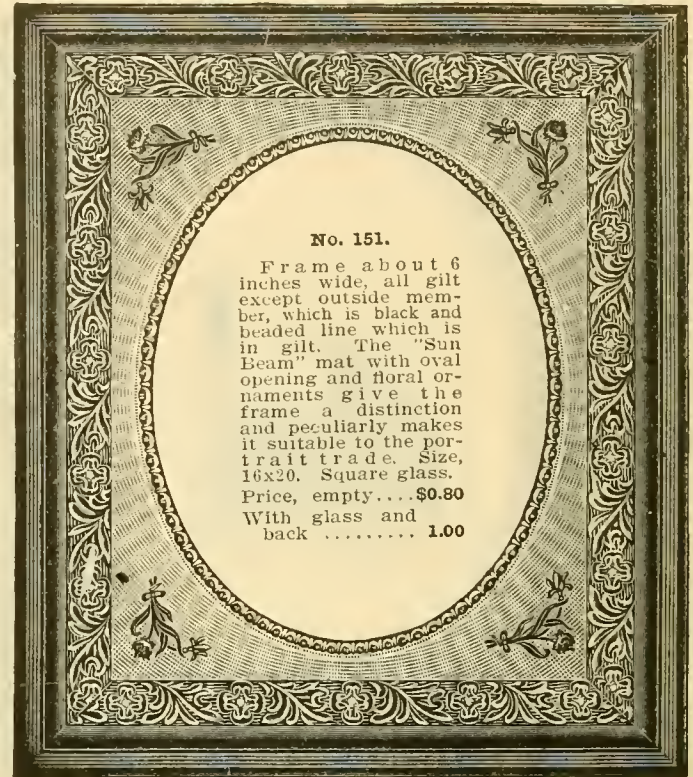
No. 62. Four inch wide, one piece frame. Comes in all gilt, deep cut ornaments, well seasoned. Guaranteed to be A-1 in all particulars. Recommended for portraits, sheet pictures and goods of all kind.
Price, 16x20, empty.....\$0.30
With glass and back..... .50



No. 20.

An all gilt high back with burnished line and "sun beam" mat, oval opening. Frame proper is about 6 inches wide. High back portion is floral design. Mat has four butterfly ornaments. Size 16x20. Square glass.

Price, empty...\$0.85
With glass and back 1.05



No. 151.

Frame about 6 inches wide, all gilt except outside member, which is black and beaded line which is in gilt. The "Sun Beam" mat with oval opening and floral ornaments give the frame a distinction and peculiarly makes it suitable to the portrait trade. Size, 16x20. Square glass.

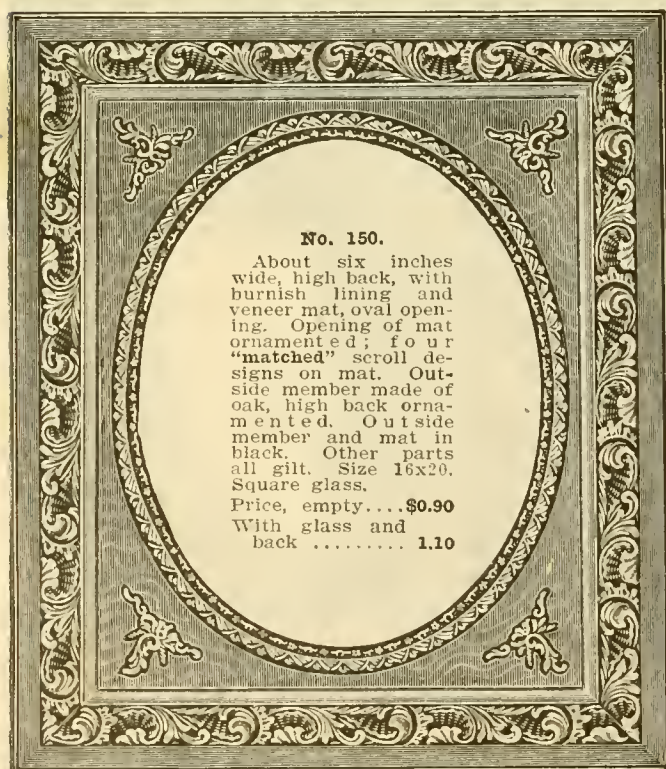
Price, empty...\$0.80
With glass and back 1.00

THE "LETTER OF CREDIT" PLAN.

The plan to allow honest agents time to make deliveries before paying for goods is original with us. It has helped thousands of worthy, though poor men, to gain a foothold.

Our immense stock is at your disposal if you work for us upon the "L. of C." plan. All samples, in fact everything, except the little personal expenses, is furnished free. This plan gives you a

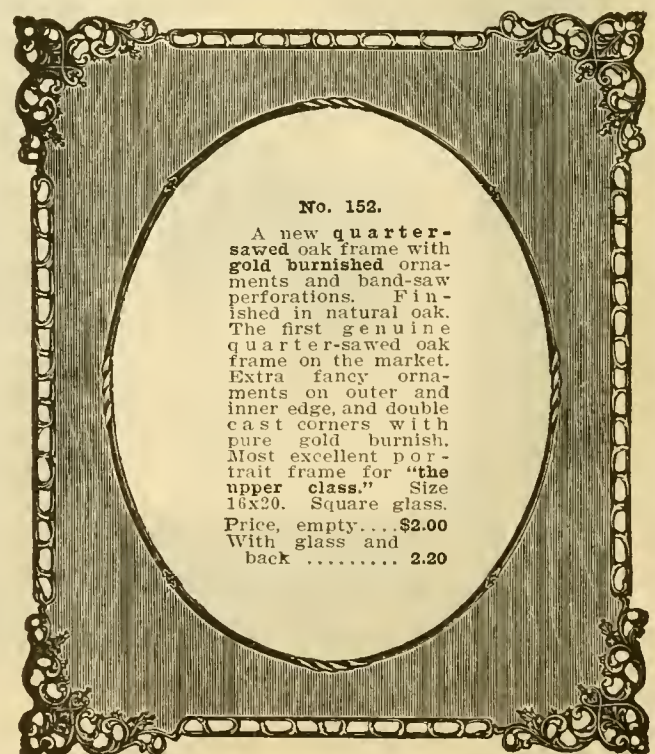
stock of thousands of dollars to choose from. You pay the wholesale price and keep the difference between cost and the retail price for your time and trouble. An article that costs at wholesale \$1.00 retails for \$2.00, \$3.00, or even more. Almost any one, regardless of education or training, can sell some goods. It takes few sales to make a good salary. Risk it at our expense.



No. 150.

About six inches wide, high back, with burnish lining and veneer mat, oval opening. Opening of mat ornamented; four "matched" scroll designs on mat. Outside member made of oak, high back ornamented. Outside member and mat in black. Other parts all gilt. Size 16x20. Square glass.

Price, empty...\$0.90
With glass and back 1.10



No. 152.

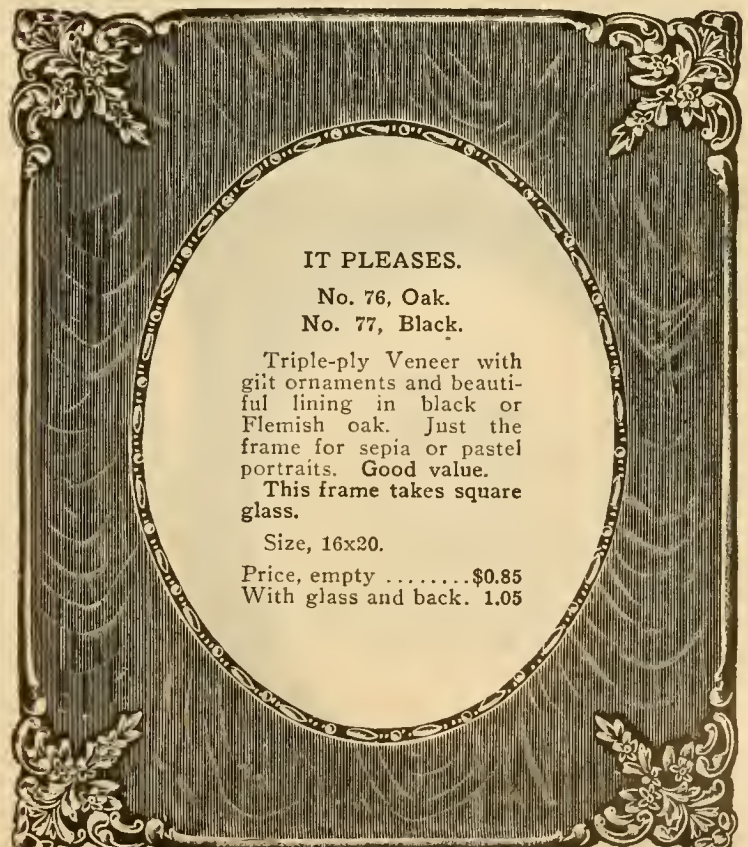
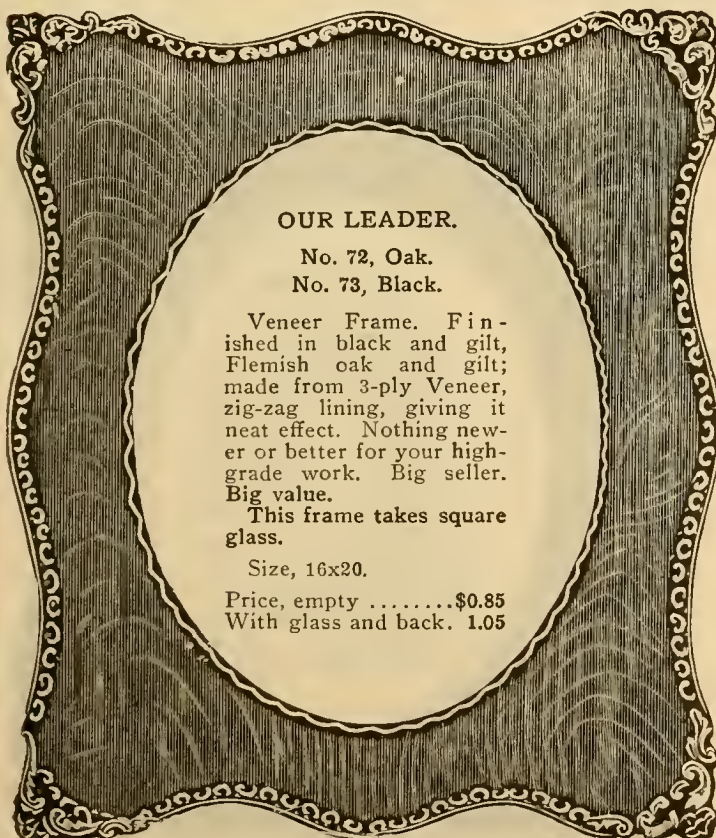
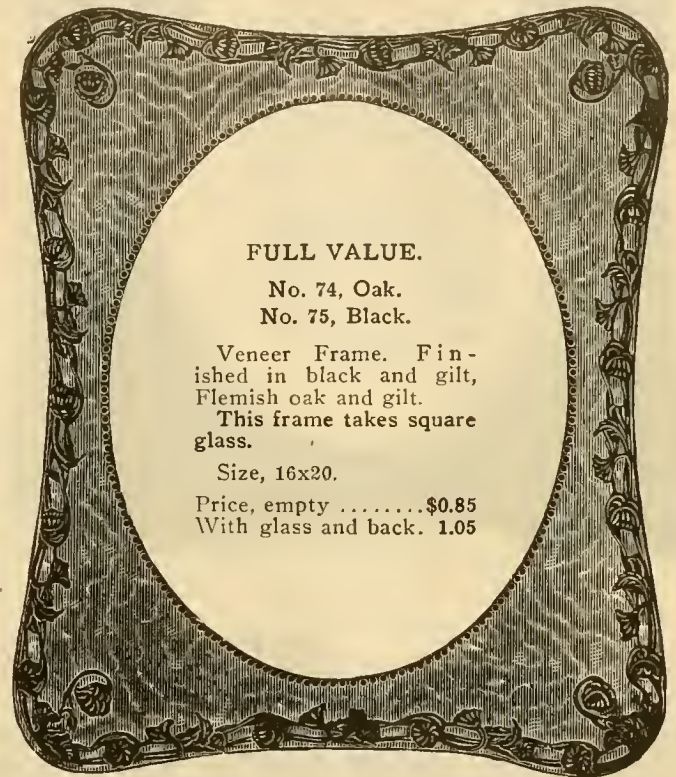
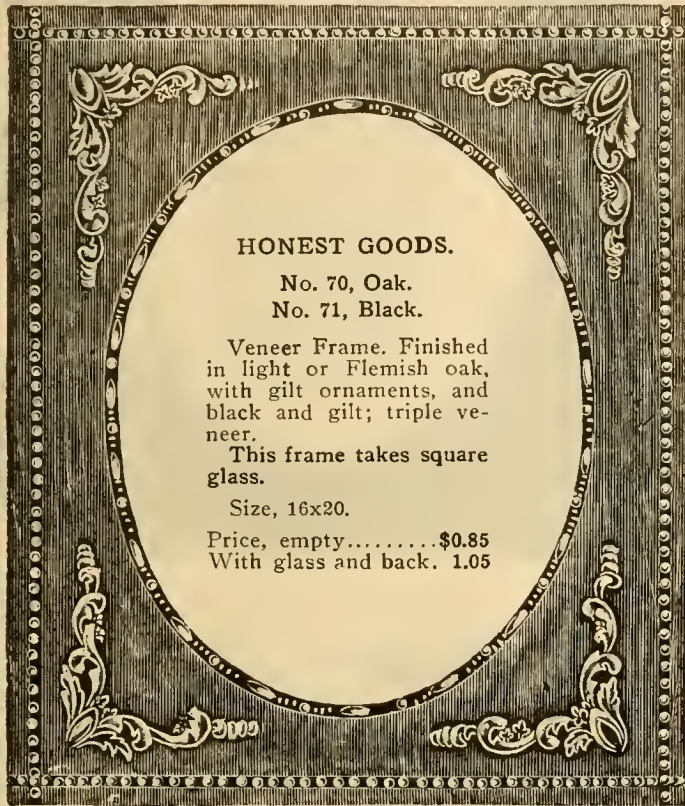
A new quarter-sawed oak frame with gold burnished ornaments and band-saw perforations. Finished in natural oak. The first genuine quarter-sawed oak frame on the market. Extra fancy ornaments on outer and inner edge, and double cast corners with pure gold burnish. Most excellent portrait frame for "the upper class." Size 16x20. Square glass.

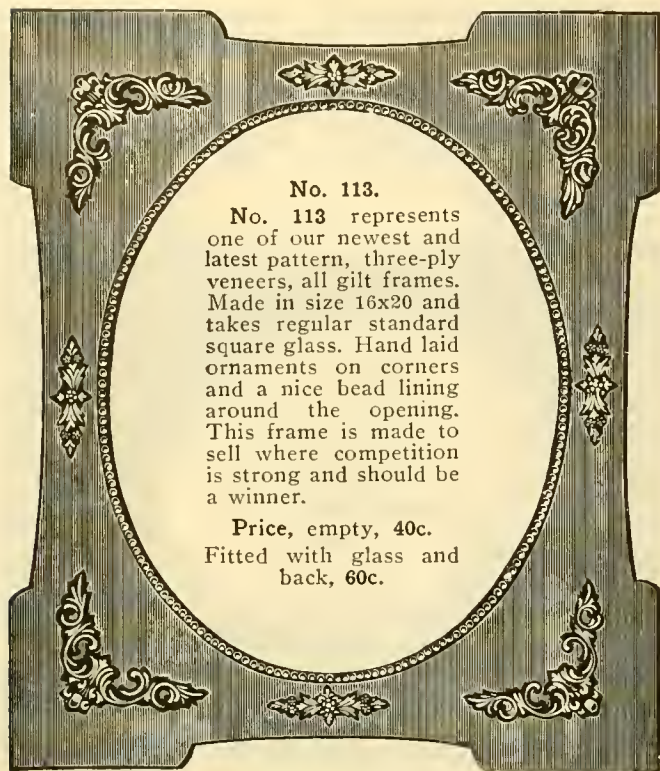
Price, empty...\$2.00
With glass and back 2.20

A Big Line of Veneer Frames

We have one of the biggest lines of veneer frames of any house in Chicago or elsewhere, but owing to the limited space at our disposal for showing this line, we have only catalogued a few of the leading patterns. Almost any one can make a selection from the numbers we show, but if there be a demand for higher

or lower priced veneer frames, we wish to be written to upon the subject, as we quote lower and higher prices than those given in this catalogue. We can not impress upon you, however, too strongly the beauty of these goods and the great selling qualities they possess.

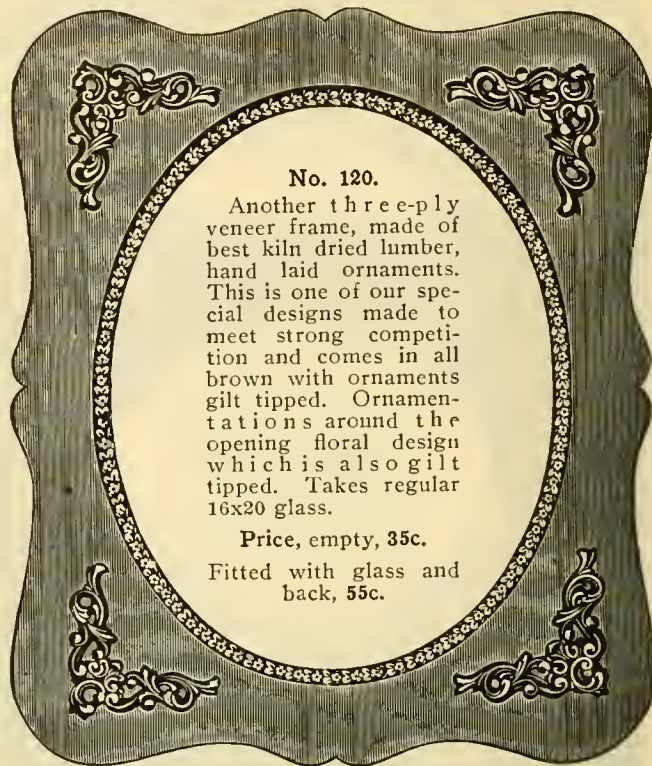




No. 113.

No. 113 represents one of our newest and latest pattern, three-ply veneers, all gilt frames. Made in size 16x20 and takes regular standard square glass. Hand laid ornaments on corners and a nice bead lining around the opening. This frame is made to sell where competition is strong and should be a winner.

Price, empty, 40c.
Fitted with glass and back, 60c.



No. 120.

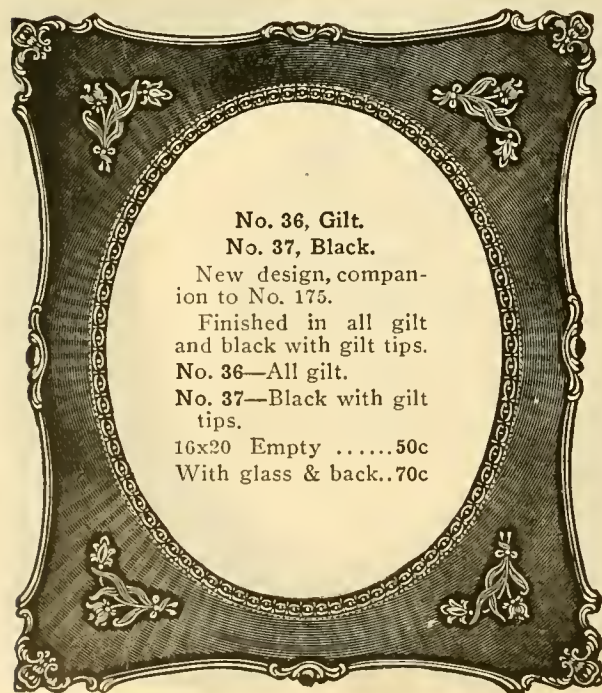
Another three-ply veneer frame, made of best kiln dried lumber, hand laid ornaments. This is one of our special designs made to meet strong competition and comes in all brown with ornaments gilt tipped. Ornamentations around the opening floral design which is also gilt tipped. Takes regular 16x20 glass.

Price, empty, 35c.
Fitted with glass and back, 55c.

WHY SOME AGENTS DO NOT SUCCEED

Few agents fail in the picture business. The few that do would in all likelihood not succeed in other lines. Lazy, worthless fellows can not make money in any business, no matter what its nature. But the hustling honest agent always eats "three square meals" daily, wears good clothes, has money in his "jeans" and is happy. Some men do not prepare for the work in hand, others expect to get rich in a week and thus it runs.

A gardener does not expect to eat fruit from the apple tree the first day planted. Neither does he expect to reap a harvest from one day's labor. Agents sometimes work a week and because they do not get rich become discouraged. Constant plodding with ordinary intelligence brings success.



No. 36, Gilt.
No. 37, Black.

New design, companion to No. 175.

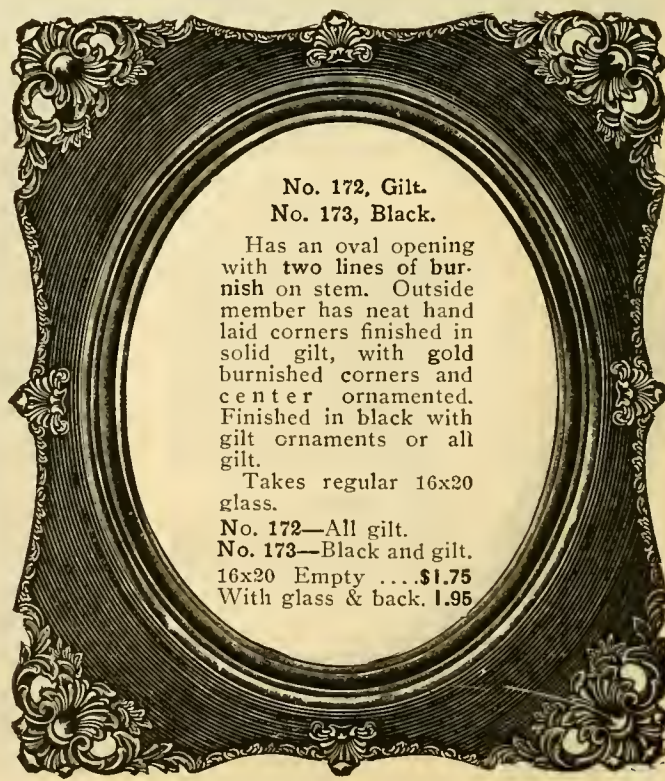
Finished in all gilt and black with gilt tips.

No. 36—All gilt.

No. 37—Black with gilt tips.

16x20 Empty50c

With glass & back..70c



No. 172, Gilt.
No. 173, Black.

Has an oval opening with two lines of burnish on stem. Outside member has neat hand laid corners finished in solid gilt, with gold burnished corners and center ornamented. Finished in black with gilt ornaments or all gilt.

Takes regular 16x20 glass.

No. 172—All gilt.

No. 173—Black and gilt.

16x20 Empty\$1.75

With glass & back. 1.95



No. 105, Brown.

No. 106, Black.

Three ply veneer, finished in brown and gilt, and black and gilt.

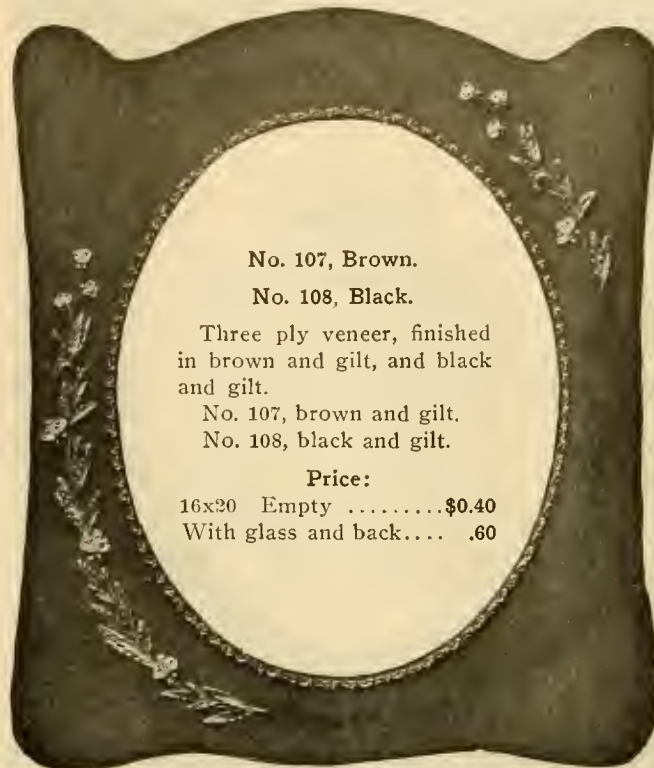
No. 105, brown and gilt.

No. 106, black and gilt.

Price:

16x20 Empty\$0.40

With glass and back.... .60



No. 107, Brown.

No. 108, Black.

Three ply veneer, finished in brown and gilt, and black and gilt.

No. 107, brown and gilt.

No. 108, black and gilt.

Price:

16x20 Empty\$0.40

With glass and back.... .60

JUST A WORD ABOUT VENEERS

These patterns represent a **bargain** in veneers. The quality is good, the design new and the finish first-class. We feel warranted in saying any one wishing an inexpensive frame will not regret buying these.

HOW IS YOUR FINANCE?

Have you ample money to run your business? Are you doing as much as you should? If not and you need assistance, use a "Letter of Credit." Thousands do to an advantage.



No. 109, Brown.

No. 110, Black.

Three ply veneer, finished brown and gilt, and black and gilt.

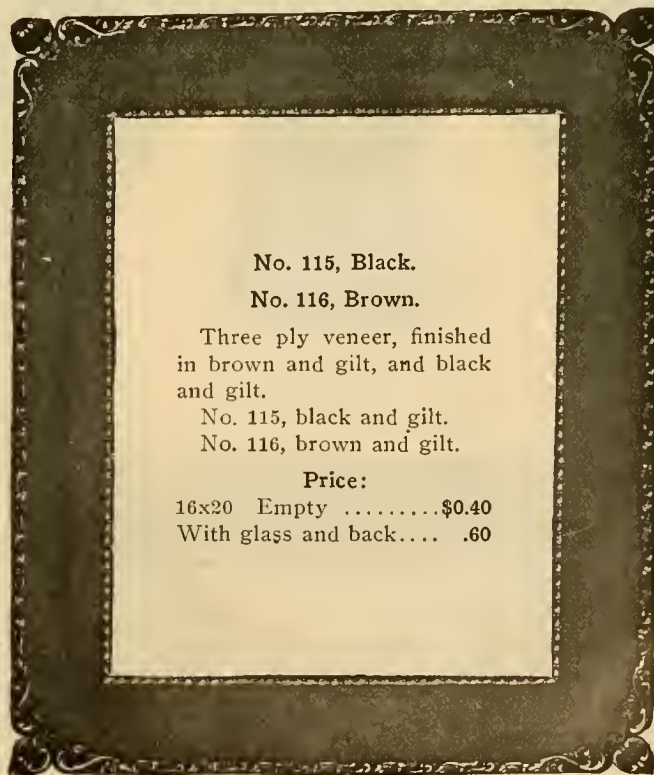
No. 109, brown and gilt.

No. 110, black and gilt.

Price:

16x20 Empty\$0.40

With glass and back.... .60



No. 115, Black.

No. 116, Brown.

Three ply veneer, finished in brown and gilt, and black and gilt.

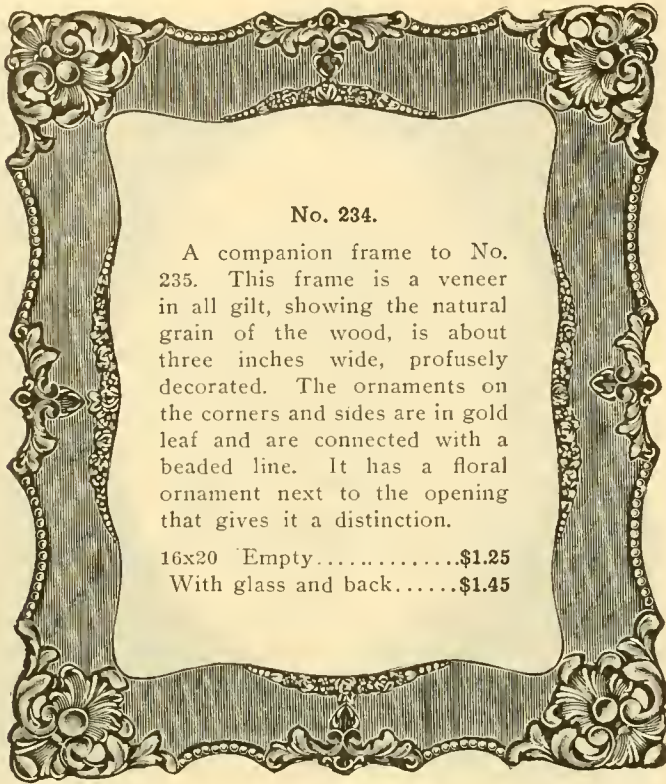
No. 115, black and gilt.

No. 116, brown and gilt.

Price:

16x20 Empty\$0.40

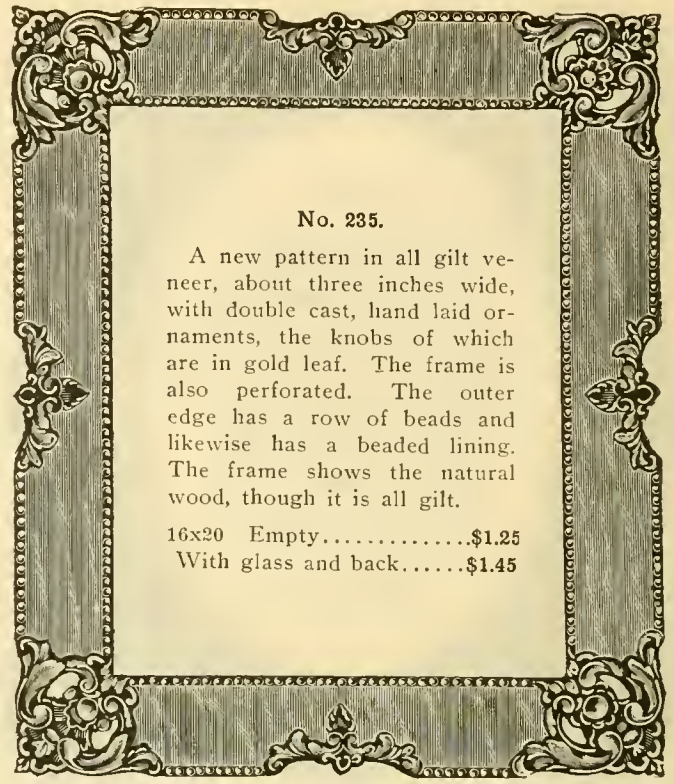
With glass and back.... .60



No. 234.

A companion frame to No. 235. This frame is a veneer in all gilt, showing the natural grain of the wood, is about three inches wide, profusely decorated. The ornaments on the corners and sides are in gold leaf and are connected with a beaded line. It has a floral ornament next to the opening that gives it a distinction.

16x20 Empty.....\$1.25
With glass and back.....\$1.45

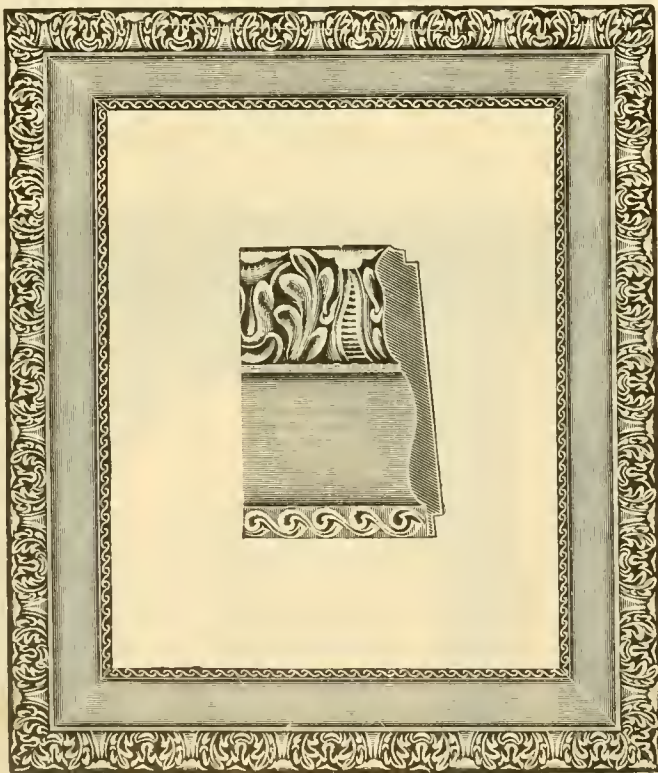


No. 235.

A new pattern in all gilt veneer, about three inches wide, with double cast, hand laid ornaments, the knobs of which are in gold leaf. The frame is also perforated. The outer edge has a row of beads and likewise has a beaded lining. The frame shows the natural wood, though it is all gilt.

16x20 Empty.....\$1.25
With glass and back.....\$1.45

There is nothing so stimulating to trade as new goods. Keep abreast the times and don't permit yourself to become "threadbare." New ideas help.



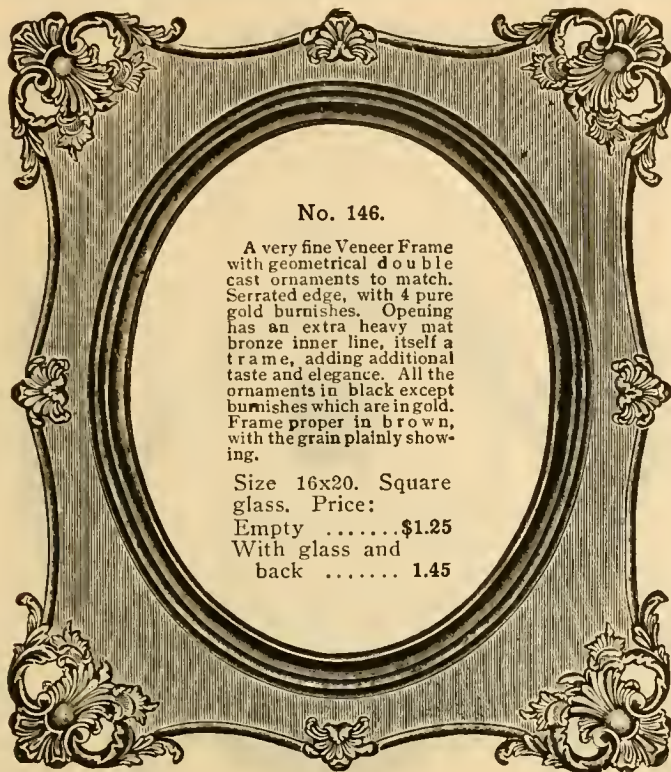
No. 189. This frame was created for the express purpose of meeting a strong competition and is made to sell at a profit, though it costs but little. It is in reality a one piece frame though made to imitate a three piece combination as is shown. The outer section is all gilt ornamented, followed by an imitation oak, that followed by a floral design. The whole is 4½ inches wide. The size is 16x20. The gilt part mat sized, guaranteed not to tarnish.

Price, 16x20, empty, 30c. Fitted with glass and back, 50c.



No. 216. A very artistic, serpentine pattern frame, forming a high back though of one piece. The frame is made profusely ornamented, as you will observe. All of the ornaments, including the sweeps, are solid gold burnish. This is beyond doubt one of the most striking frames, where delicacy and art are combined, that is on the market. The whole is mat size, comes in all gilt, burnished as stated, and is guaranteed to be exactly as represented or money refunded.

Price, 16x20, empty, \$1.50. Fitted with glass back, \$1.70.

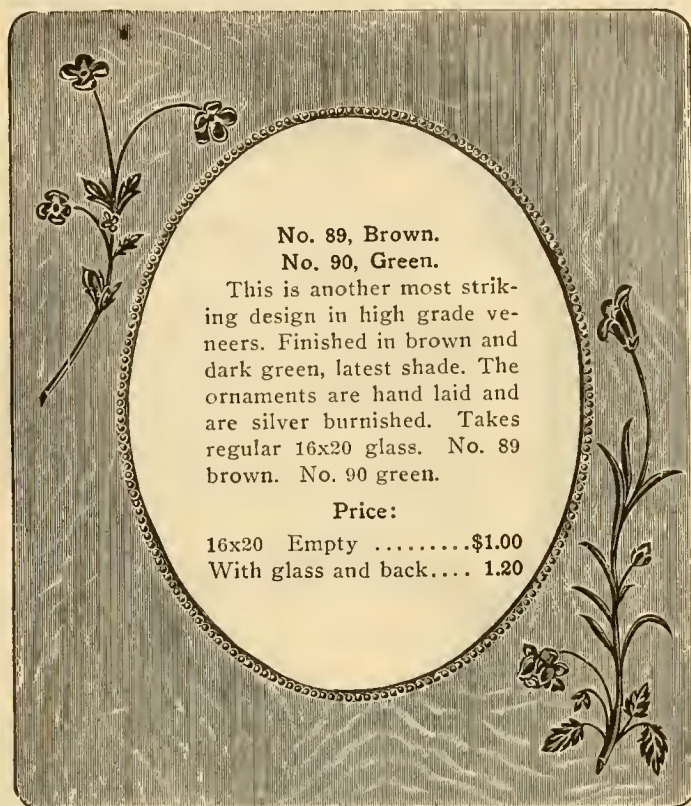


No. 146.

A very fine Veneer Frame with geometrical double cast ornaments to match. Serrated edge, with 4 pure gold burnishes. Opening has an extra heavy mat bronze inner line, itself a frame, adding additional taste and elegance. All the ornaments in black except burnishes which are in gold. Frame proper in brown, with the grain plainly showing.

Size 16x20. Square glass. Price:

Empty\$1.25
With glass and back 1.45



No. 89, Brown.

No. 90, Green.

This is another most striking design in high grade veneers. Finished in brown and dark green, latest shade. The ornaments are hand laid and are silver burnished. Takes regular 16x20 glass. No. 89 brown. No. 90 green.

Price:

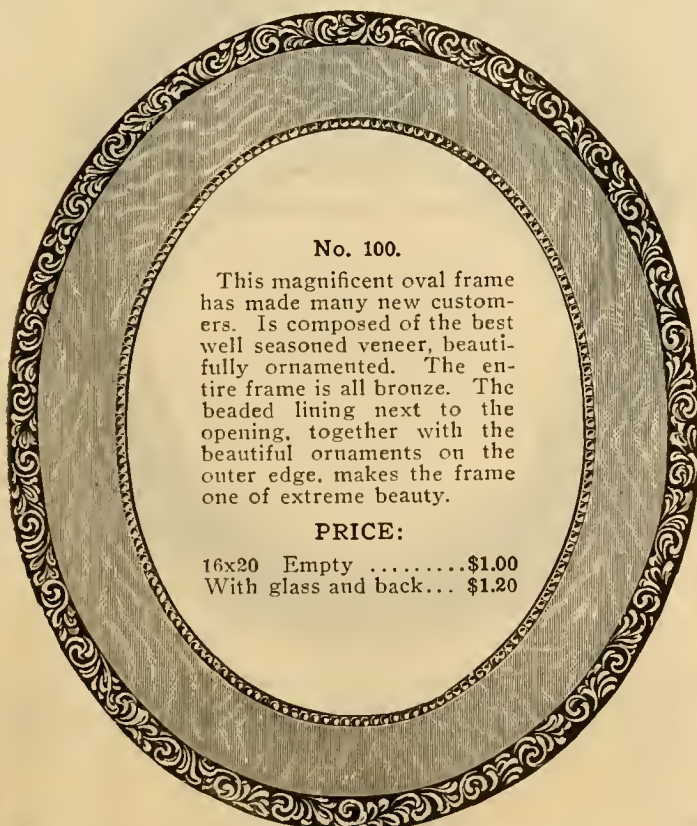
16x20 Empty\$1.00
With glass and back.... 1.20

WE WANT GOOD, HONEST AGENTS

In all parts of the United States. Such men need no capital, for we furnish everything and make it possible for them to do a large paying business. See page 219.

We need no triflers. What we want is an honest man. One who has an aim in life and who will appreciate an opportunity.

Our capital is your capital, if you so desire it. See first and last parts of this catalogue for full particulars. Our "Letter of Credit" plan turns the trick. Honesty alone is all we require. You have that. Now is the time to get started. Tomorrow will not do; to-day is better.

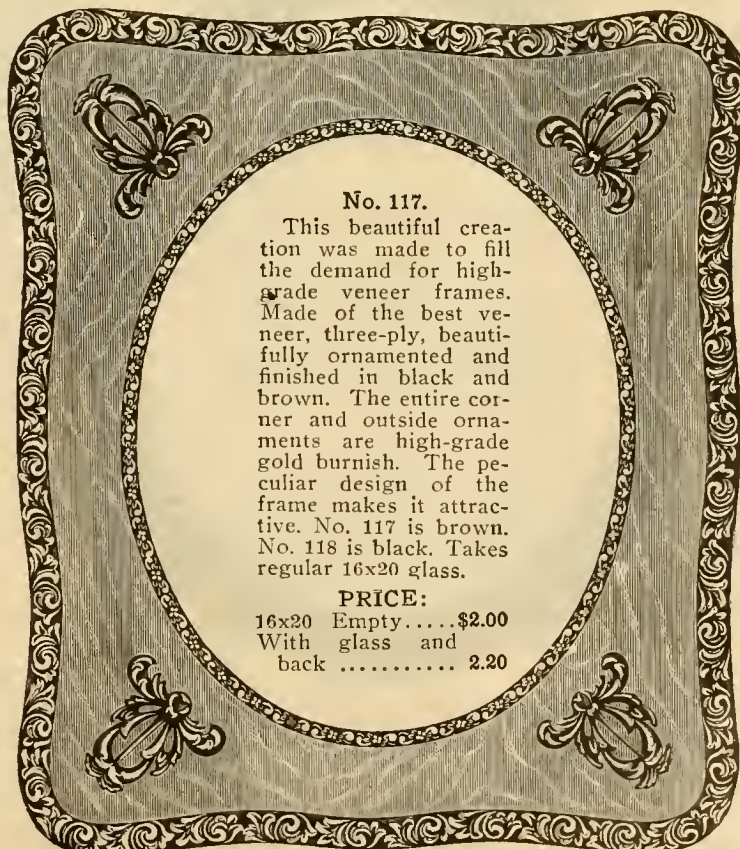


No. 100.

This magnificent oval frame has made many new customers. Is composed of the best well seasoned veneer, beautifully ornamented. The entire frame is all bronze. The beaded lining next to the opening, together with the beautiful ornaments on the outer edge, makes the frame one of extreme beauty.

PRICE:

16x20 Empty\$1.00
With glass and back... \$1.20

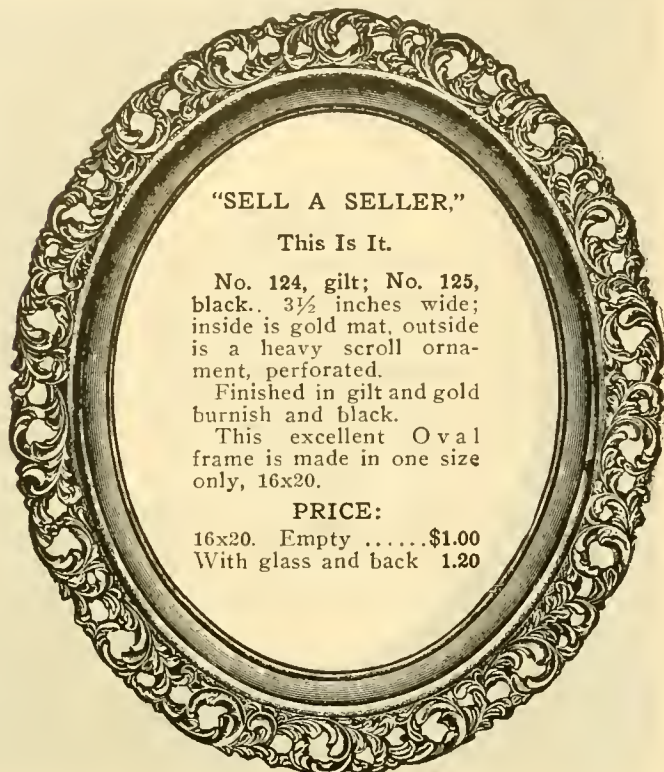


No. 117.

This beautiful creation was made to fill the demand for high-grade veneer frames. Made of the best veneer, three-ply, beautifully ornamented and finished in black and brown. The entire corner and outside ornaments are high-grade gold burnish. The peculiar design of the frame makes it attractive. No. 117 is brown. No. 118 is black. Takes regular 16x20 glass.

PRICE:

16x20 Empty.....\$2.00
With glass and back 2.20



"SELL A SELLER,"

This Is It.

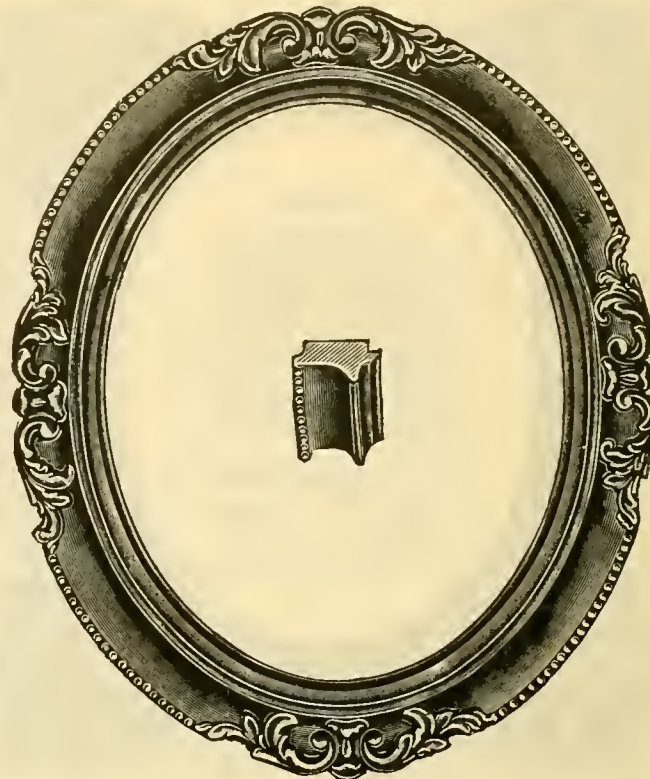
No. 124, gilt; No. 125, black. 3½ inches wide; inside is gold mat, outside is a heavy scroll ornament, perforated.

Finished in gilt and gold burnish and black.

This excellent Oval frame is made in one size only, 16x20.

PRICE:

16x20. Empty\$1.00
With glass and back 1.20

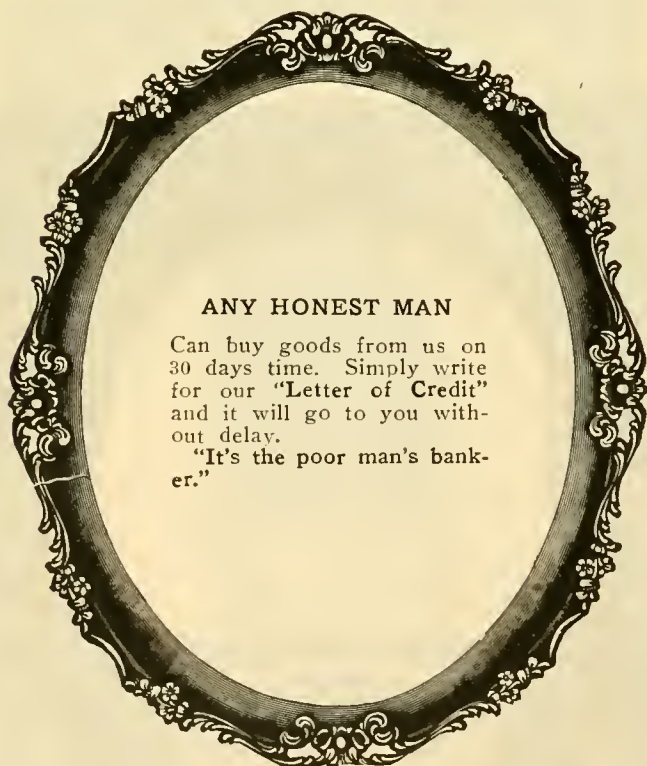


About Oval Frames

Certain kinds of portraits look better in Oval Frames than in any other style. We carry a large line of Ovals suitable for all purposes. Our Prices are lowest, considering quality. If you are looking for "Cheap John" goods ours are high priced.

No. 247. This is an attractive oval frame about 3½ inches wide, the outer edge of which is serrated and beaded and is ornamented in duplicate. The knobs of the ornaments are in gold leaf. The high back section is in mat bronze burnished and the whole is an attractive frame.

16x20 Empty.....\$1.25—with glass and back.....\$1.45



ANY HONEST MAN

Can buy goods from us on 30 days time. Simply write for our "Letter of Credit" and it will go to you without delay.

"It's the poor man's banker."



THE
ONLY OBJECTION

to laziness is—it won't kill. It would be a blessing if it quietly removed all afflicted with it. But if you are not lazy we will help you.

No. 138, black; No. 139, gilt. Two and a half inches wide; finished all gilt or black with smooth part of ornament in gold burnish.

PRICE:

16x20 Empty.....\$1.50—with glass and back\$1.70

No. 144, black; No. 145, gilt. This beautiful new oval is fully 3 inches wide with four handsome hand-laid rococo scroll ornaments with pearl connecting ornaments. One of the daintiest ovals put on the market. Finished in gilt and black; full burnish.

PRICE:

16x20 Empty.....\$1.50—with glass and back\$1.70

Metal Frames That Please

At no time since we began business, nearly fifteen years ago, has there been such a demand for metal frames. Realizing this we have taken time by the forelock and listed a line of metal frames that sell and sell readily.

There are cheaper frames than we list, but our policy is to sell no goods we can not guarantee, hence if these prices seem a few cents higher remember our guarantee goes with each sale, and that more than makes up the difference.

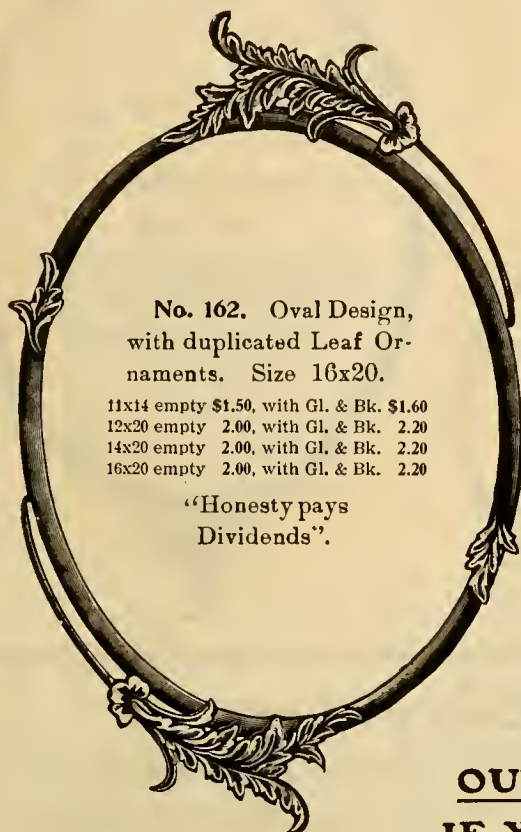
OUR LINE EMBRACES EVERYTHING FROM THE
"CHEAPEST THAT'S GOOD TO THE BEST
THAT'S MADE."

That's why our binding guarantee goes with each sale. Our designs are new. There are life and style in each frame and above all an individuality. We copy no man's patterns, but originate. That's why the "Consolidated" leads, and others follow. Frames are finished in bright gold warranted to wear and to give the best satisfaction.

Four Sizes.

Oval Designs.

We cut the glass and back to fit the frame, if you desire. Prices quoted are for frames fitted and empty.



No. 162. Oval Design,
with duplicated Leaf Or-
naments. Size 16x20.

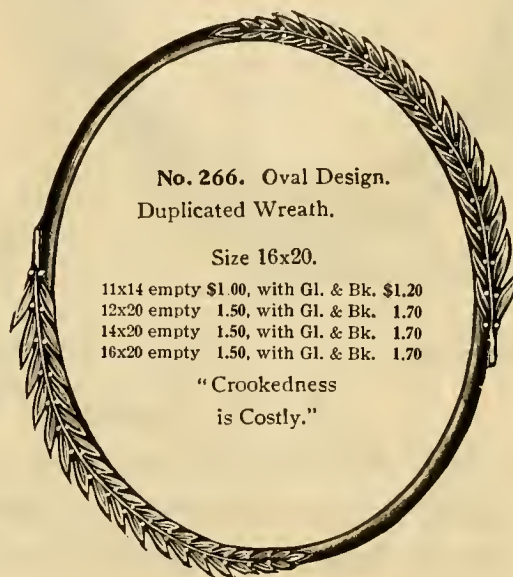
11x14 empty \$1.50, with Gl. & Bk. \$1.60
12x20 empty 2.00, with Gl. & Bk. 2.20
14x20 empty 2.00, with Gl. & Bk. 2.20
16x20 empty 2.00, with Gl. & Bk. 2.20

"Honesty pays
Dividends".

Convex
Glass to Fit
These
Frames
Shown on
Page 205.

USE
OUR MONEY
IF YOU NEED
ASSISTANCE

"LETTER OF CREDIT"
HELPS THOSE
WHO NEED
HELP

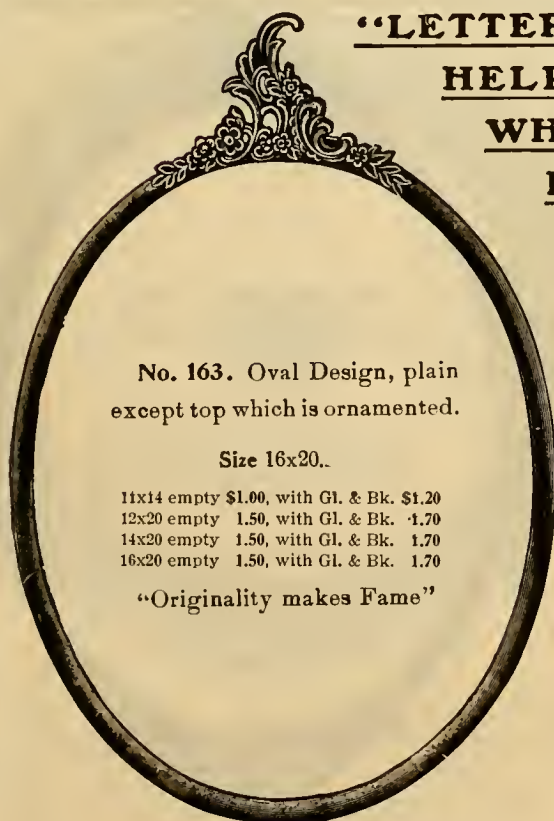


No. 266. Oval Design.
Duplicated Wreath.

Size 16x20.

11x14 empty \$1.00, with Gl. & Bk. \$1.20
12x20 empty 1.50, with Gl. & Bk. 1.70
14x20 empty 1.50, with Gl. & Bk. 1.70
16x20 empty 1.50, with Gl. & Bk. 1.70

"Crookedness
is Costly."



No. 163. Oval Design, plain
except top which is ornamented.

Size 16x20.

11x14 empty \$1.00, with Gl. & Bk. \$1.20
12x20 empty 1.50, with Gl. & Bk. 1.70
14x20 empty 1.50, with Gl. & Bk. 1.70
16x20 empty 1.50, with Gl. & Bk. 1.70

"Originality makes Fame"

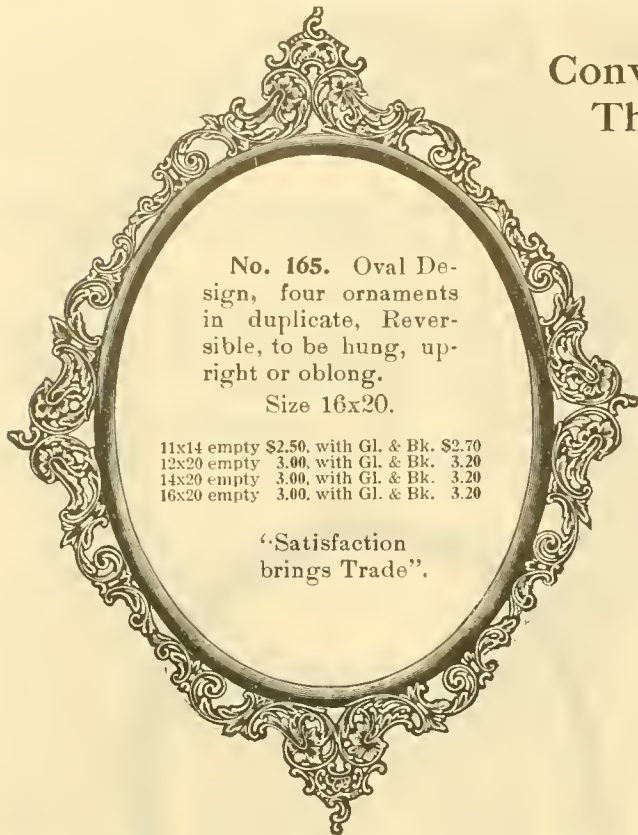


No. 164. Oval Design, plain
with fancy Double Scroll head or-
nament. Size 16x20.

11x14 empty \$1.50, with Gl. & Bk. \$1.70
12x20 empty 2.00, with Gl. & Bk. 2.20
14x20 empty 2.00, with Gl. & Bk. 2.20
16x20 empty 2.00, with Gl. & Bk. 2.20

"Value strengthens Confidence".

Convex Glass to Fit
These Frames on
Page 205.

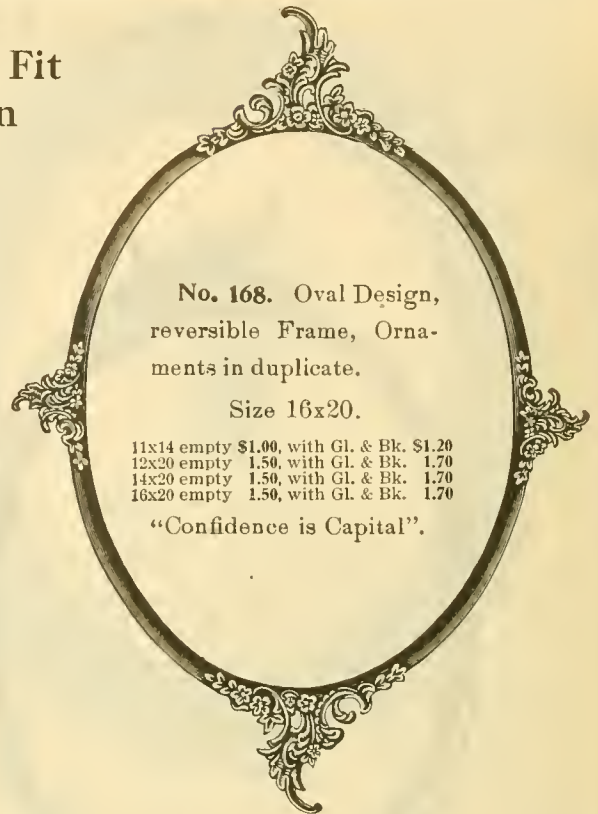


No. 165. Oval Design, four ornaments in duplicate, Reversible, to be hung, upright or oblong.

Size 16x20.

11x14 empty \$2.50, with Gl. & Bk. \$2.70
12x20 empty 3.00, with Gl. & Bk. 3.20
14x20 empty 3.00, with Gl. & Bk. 3.20
16x20 empty 3.00, with Gl. & Bk. 3.20

"Satisfaction
brings Trade".



No. 168. Oval Design, reversible Frame, Ornaments in duplicate.

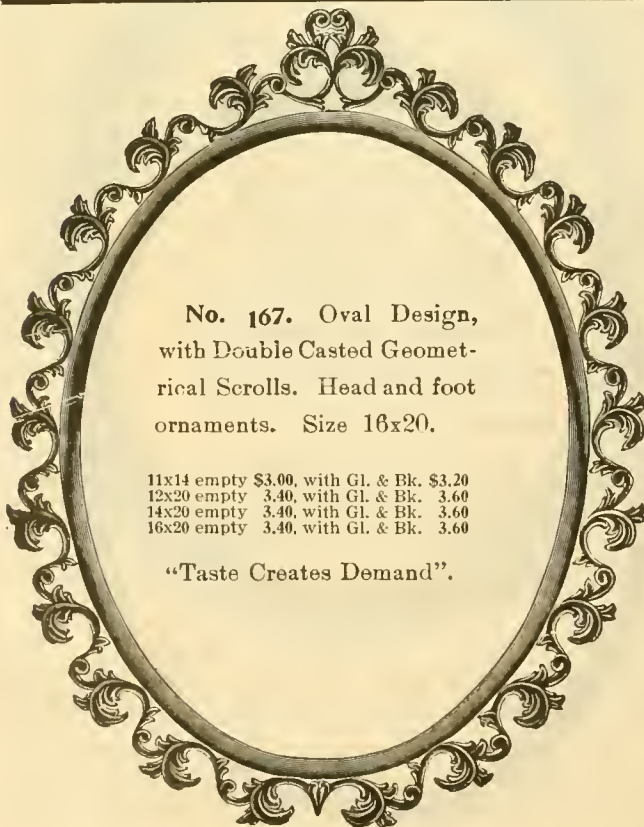
Size 16x20.

11x14 empty \$1.00, with Gl. & Bk. \$1.20
12x20 empty 1.50, with Gl. & Bk. 1.70
14x20 empty 1.50, with Gl. & Bk. 1.70
16x20 empty 1.50, with Gl. & Bk. 1.70

"Confidence is Capital".

Live Agents Wanted Everywhere.

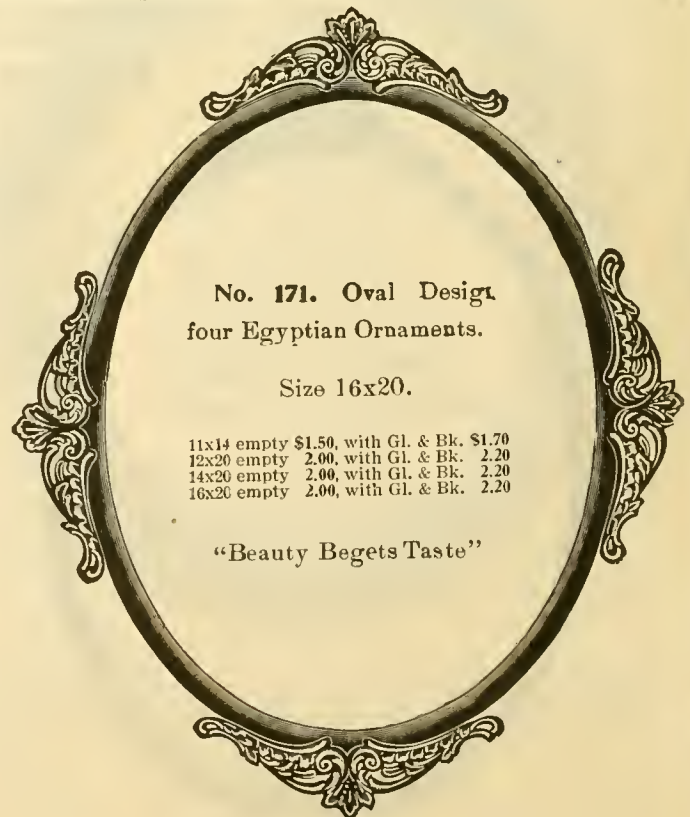
We furnish everything except the sweat. No money needed; no experience required; just sweat that's all. "Letter of Credit" entitles you to full and complete set of samples free.



No. 167. Oval Design, with Double Casted Geometrical Scrolls. Head and foot ornaments. Size 16x20.

11x14 empty \$3.00, with Gl. & Bk. \$3.20
12x20 empty 3.40, with Gl. & Bk. 3.60
14x20 empty 3.40, with Gl. & Bk. 3.60
16x20 empty 3.40, with Gl. & Bk. 3.60

"Taste Creates Demand".



No. 171. Oval Design, four Egyptian Ornaments.

Size 16x20.

11x14 empty \$1.50, with Gl. & Bk. \$1.70
12x20 empty 2.00, with Gl. & Bk. 2.20
14x20 empty 2.00, with Gl. & Bk. 2.20
16x20 empty 2.00, with Gl. & Bk. 2.20

"Beauty Begets Taste"

A Line of Circulars and Ovals.

We are constantly called upon to furnish circular and oval frames in small sizes and have shown on this page five patterns of leading designs which are being sold to a good advantage. We selected only such frames as we were sure would be pleasing and such sizes as appealed readily to the popular trade.

You will see by the sizes and descriptions below that most any picture of ordinary size can be fitted into these frames. We have many ovals, found elsewhere in this book, but believe that for purely circular frames this line will be ample.

We will help you

We will give you a start in the picture business if you want us to.

We helped more than five thousand men and women last year, and will help you if you need any help.

We cannot work the business for you, but if you want to try, using our goods and experience, then we are willing.

We ship goods to any honest man or woman and give time enough to make deliveries and collections before paying for the goods.

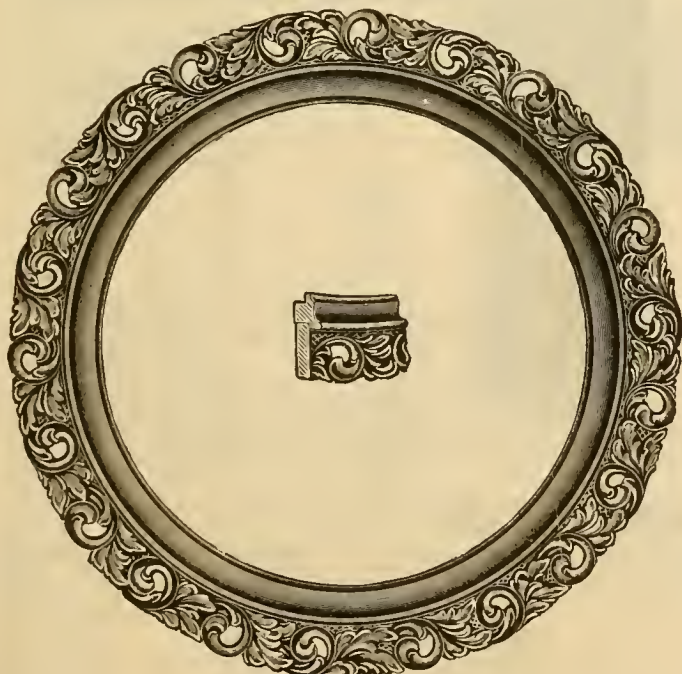
The agent simply takes orders for the goods from samples we furnish free. We send him goods enough to fill his orders direct to him. He delivers the goods, collects the money and from the money collected pays for the goods actually delivered. He keeps all above the whole-sale cost for his time and trouble. The whole cost is about one-fourth the selling price—so that an article that sells for four dollars costs agent at wholesale about one dollar—that leaves three dollars profit.



No. 252. This is made of $\frac{3}{4}$ inch black moulding, highly ornamented with pure gold burnishes. When we say pure gold, we mean gold leaf, the same kind that goes into one's tooth. This frame is circular and is suited to many purposes.

No. 281. Same as No. 252, only finished in all gilt and gold burnished.

Circular.	Empty.	With glass and back.
8x8	40c	45c
10x10	50c	60c
12x12	60c	70c



No. 248. A most beautiful black frame, the moulding of which is 3 inches wide, the outer edge highly ornamented, perforated, with gold leaf ornaments, followed by 1 inch ebony, imitation high back, with gilt lining. This frame is designed for large circulars and can be recommended for that purpose.

16x16 Empty.....	\$1.45	With glass and back.....	\$1.65
20x20 Empty.....	1.75	With glass and back.....	2.10

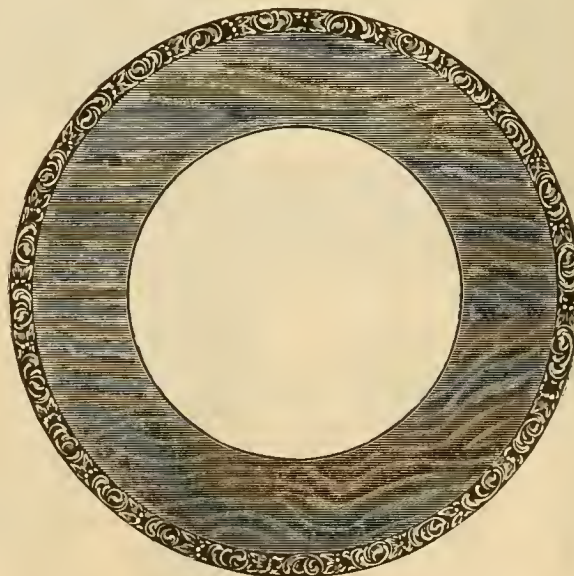
No. 253. This little dainty frame was made to fit small pictures and because there are so many nooks and corners in a modern home that will accommodate a frame of this size. It is made of $\frac{3}{4}$ inch, all gilt, mat bronze moulding and comes in the following sizes:

Oval.	Empty.	With glass and back.
5x7	20c	25c
6x8	20c	25c
7x9	25c	30c
8x10	30c	35c
Circular.		
6x6	20c	25c
8x8	25c	30c
10x10	30c	40c



No. 254. Because of the great beauty of this particular frame we have included it in this assortment, and have made it square instead of circular. It is composed of $\frac{3}{4}$ inch quarter-sawed oak, antique finish, with gold leaf ornaments. There are twelve solid gold ornaments on the frame.

Size.	Empty.	With glass and back.
5x7	45c	50c
6x8	50c	55c
7x9	55c	60c
8x10	60c	65c
10x12	65c	75c



No. 249. One of our leaders in an inexpensive veneer, 4 inches wide, finished in brown, the outer edge compo ornamented. It takes a square glass. We can strongly recommend this for Pharaoh's Horses, animal heads, etc.

8x8 Empty.....	\$0.25	With glass and back.....	\$0.30
10x10 Empty.....	.40	With glass and back.....	.50
12x12 Empty.....	.65	With glass and back.....	.75
14x14 Empty.....	.75	With glass and back.....	.90
16x16 Empty.....	.90	With glass and back.....	1.10

Dainty Cabinet Frames

The two cuts shown here represent a few of the many thousand cabinet frames we carry in stock, size 8x10.



We have arranged to use the entire output of one of the largest moulding houses in the world, whose different patterns in finished mouldings number more than three thousand styles, running from $\frac{3}{4}$ of an inch to 4 in width and including all the popular shades and finishes. Among them black, green, white, gilt, bronze, ebony, imitation oak and other combinations, always embracing the latest designs on the market. This firm manufactures moulding and to rid themselves of the accumulation is willing to sell the odds and ends for cost of labor alone.

In the making and finishing of moulding there are "shorts"—pieces measuring less than twelve, perfect in every particular, but not twelve feet long. It's customary to sell moulding in lengths of twelve feet. Now the accumulated pieces, running from three to ten feet are wasted unless worked into small size frames. So you can see how we sell these so cheap. Remember that many of them are made from moulding selling in the stick per foot at wholesale for more than the price of the frame complete. We figure labor only, plus glass and back, and offer these frames at popular prices.

Size 8x10 Complete with Cabinet Mat, Glass and Back.

Lot C. Size 8x10 with cabinet mat, glass and back.

This lot is composed of frames $\frac{1}{2}$ inch to $1\frac{1}{2}$ inches wide, assorted finishes.

Prices assorted. Per dozen.....\$1.75 Per 100.....\$12.00

Lot D. Size 8x10 with cabinet mat, glass and back.

This lot is composed of frames 2 to $2\frac{1}{2}$ inches wide, assorted finishes.

Prices assorted. Per dozen.....\$2.00 Per 100.....\$14.00

Lot E. Size 8x10 with cabinet mat, glass and back.

This lot is composed of frames 3 and 4 inches wide, assorted finishes.

Prices assorted. Per dozen.....\$2.50 Per 100.....\$18.00



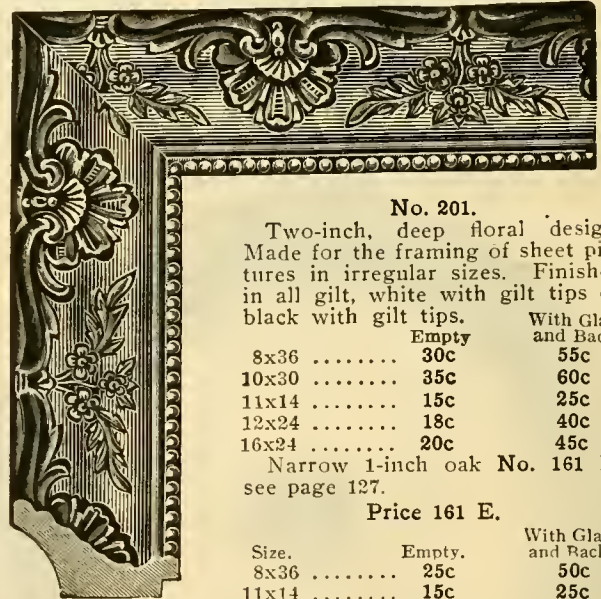
No. 198.

Neat, ornamented $1\frac{1}{2}$ -inch frame. Made expressly for the framing of sheet pictures in irregular sizes. The frame is finished in all gilt, white with gilt tips or black with gilt tips.

	Empty	With Glass and Back
8x36	25c	50c
10x30	30c	55c
11x14	15c	25c
12x24	18c	40c
16x24	20c	45c

Narrow 1 inch white frame No. 143F. See description on pages 119 and 120.

Size.	Empty.	With Glass and Back.
8x36	25c	50c
11x14	15c	25c
12x24	20c	45c
16x24	25c	55c



No. 201.

Two-inch, deep floral design. Made for the framing of sheet pictures in irregular sizes. Finished in all gilt, white with gilt tips or black with gilt tips.

	Empty	With Glass and Back
8x36	30c	55c
10x30	35c	60c
11x14	15c	25c
12x24	18c	40c
16x24	20c	45c

Narrow 1-inch oak No. 161 E, see page 127.

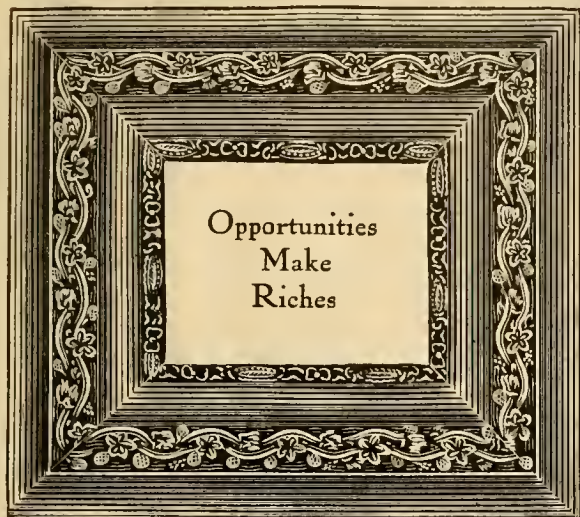
Price 161 E.

Size.	Empty.	With Glass and Back.
8x36	25c	50c
11x14	15c	25c
12x24	20c	45c
16x24	25c	55c

Other Frames for Irregular Sizes as Follows:

No. of frame.	Size.	Empty.	With glass and back.	No. of frame.	Size.	Empty.	With glass and back
25	14x28.....	\$0.75	\$1.11	3	14x28.....	\$0.55	\$0.81
25	16x24.....	.75	1.11	3	16x24.....	.55	.81
25	16x28.....	.75	1.11	3	16x28.....	.60	.92
25	20x24.....	.55	.81	3	20x24.....	.60	.92
25	20x28.....	.80	1.19	3	20x28.....	.75	.96
40	14x28.....	.75	1.11	31	14x28.....	.75	1.09
40	16x24.....	.75	1.11	31	16x24.....	.75	.91
40	16x28.....	.75	1.19	31	16x28.....	.80	1.12
40	20x24.....	.60	.96	31	20x24.....	.80	1.12
40	20x28.....	.90	1.29	31	20x28.....	.90	1.29

GREAT BARGAINS IN CABINET FRAMES



Many Thousand Frames

To be sold while they last, at lowest factory prices. No regard for cost, but must move these frames without loss of time.

100,000 8x10 Frames

Complete with glass, back and photo mat,

Only 25 cents

These cuts show part of the styles, but not all of them. We ship a good assortment, composed of different finishes. None less than 5½ and most all 7 inches wide. Perfect satisfaction guaranteed or money refunded.

Now remember, you can buy one or a thousand at

25 cents each

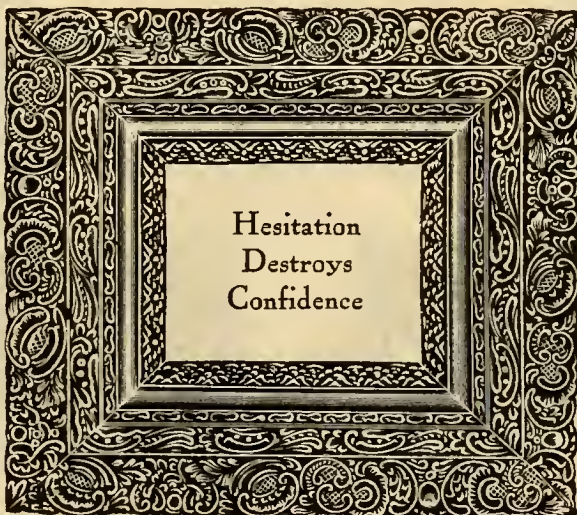
Each frame fitted with glass, back and mat for cabinet photos. It's a bargain, and it's your chance to profit by it.

WE HAVE SOLD CAR LOADS OF THESE FRAMES

Bargains Like These

Will not last long. Bright men snap up bargains where possible gains are apparent. You must follow suit if you hope to win. Don't wait, but order now. These frames cost, all complete

Only 25 cents



What These Frames Are

These frames are 5½ to 7 inches wide, none less than 5 and most all 6 and 7 inches. Frames like cuts, made of oak composition and hard wood. You can not make a mistake buying these frames. We'll take them back if not as represented.

Only 25 cents

More Bargain Frames

Size 8x10, fitted with glass, cabinet, mat and back, for only\$0.15

Fitted with glass and back, and, if you wish, cabinet mat for photographs. This frame is 4 inches wide, comes in assorted finishes, all gilt, white and gilt, all white and chocolate, and so on.

You can sell these at \$100 or more each and clear big money. This frame is sold by other companies for what you can retail it. Thus all competition is killed.

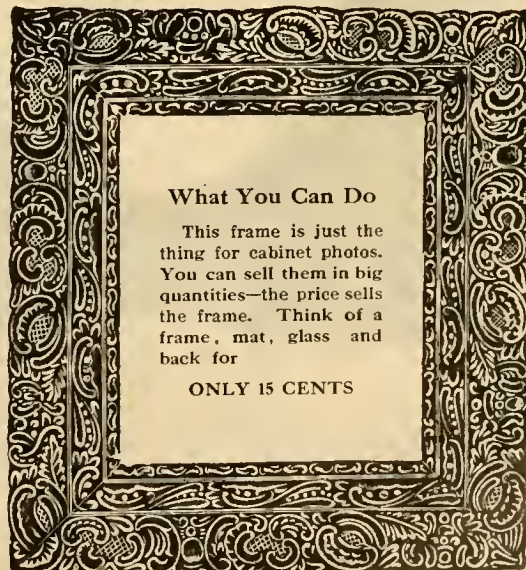
Order quick—we have only 15,000 frames like these. They will not last long at 15 cents each. When gone, back goes the price to 25 cents each. Act quick. Order 100, which will cost \$15. You can sell that many in a short time. Just the frame for cabinets, and sells for 50 cents and even \$1.00.

You can buy one or a million at 15 cents each, all complete, as described. Better order 100, as that makes a nice freight shipment.

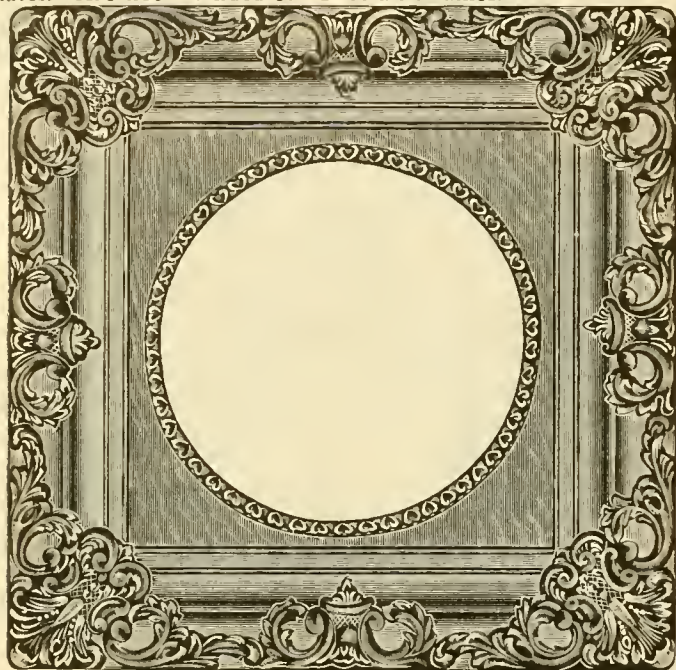
What You Can Do

This frame is just the thing for cabinet photos. You can sell them in big quantities—the price sells the frame. Think of a frame, mat, glass and back for

ONLY 15 CENTS



For English Art Plate see page 32. Frames shown here are circular, openings $9\frac{1}{4}$ inches in diameter. Made to fit English Art Plates. Are not intended for Portrait Frames.



No. 320.

Description of No. 320:

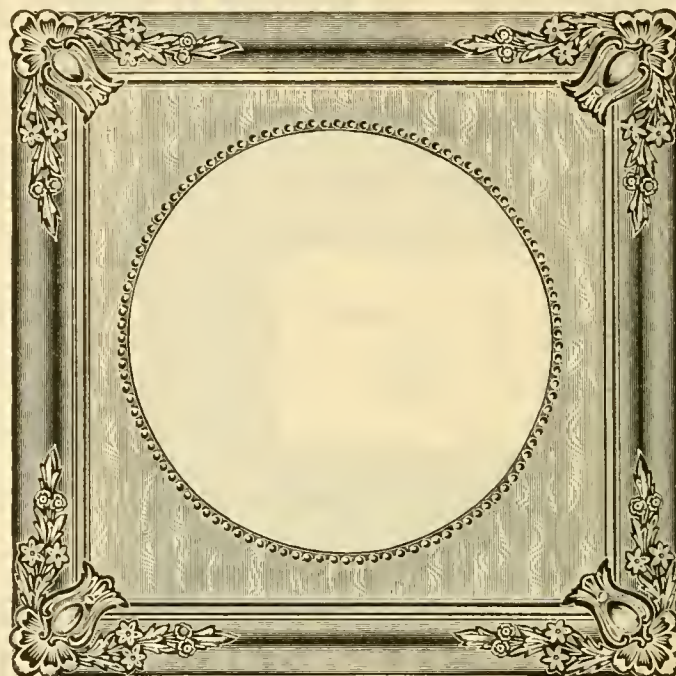
No. 320 is the most attractive frame on the market today. It's a gilt pattern with center panel in quarter sawed oak, beaded ornaments next to opening with very fancy highly ornamented outer member. The whole is a frame that does justice to the situation and lends elegance and charm to the home.

Size of Frame:

Frame, plate size is $9\frac{1}{4}$ inches in diameter, or a $9\frac{1}{4}$ inch circle. Each goes to customer in a highly polished shadow box with glass to protect.

Prices:

Frame, shadow box and glass.....\$1.50



No. 323.

Description of No. 323:

No. 323 is the latest design in three ply Oak Veneer, with fancy ornamented outer members. The whole is in all gilt with neat hand laid corner ornaments. Knobs of which are gold burnished. The center panel shows grain of the quarter sawed oak. The row of beads next to opening gives the frame an attractive appearance.

Size of Frame:

Frame, plate size is $9\frac{1}{4}$ inches in diameter, or a $9\frac{1}{4}$ inch circle. Each goes to customer in a highly polished shadow box with glass to protect.

Prices:

Frame, shadow box and glass.....\$1.00



No. 321.

Description of No. 321:

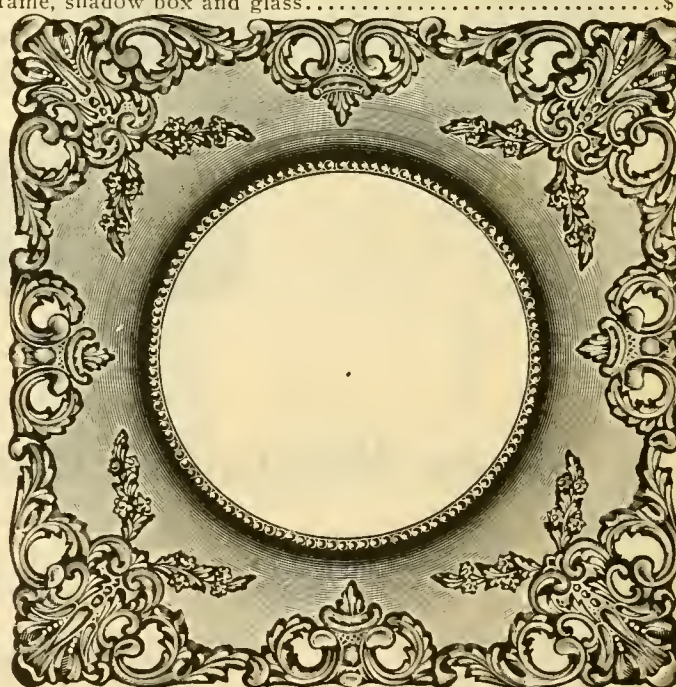
No. 321 is a neat and highly artistic pattern, beautifully ornamented with hand laid designs gold burnished. The frame is bored or perforated, which gives the gold burnished ornaments relief. There are many gold burnishes on this pattern, the same quality of gold that goes into a tooth.

Size of Frame:

Frame, plate size is $9\frac{1}{4}$ inches in diameter, or a $9\frac{1}{4}$ inch circle. Each goes to customer in a highly polished shadow box with glass to protect.

Prices:

Frame, shadow box and glass.....\$1.60



No. 322.

Description of No. 322:

No. 322 is an all gilt frame, made of best seasoned material, bored and ornamented. The ornaments are hand laid, bold and artistic. There are about thirty-two solid gold burnishes on the frame, the same kind of leaf gold that a dentist puts into a tooth.

Size of Frame:

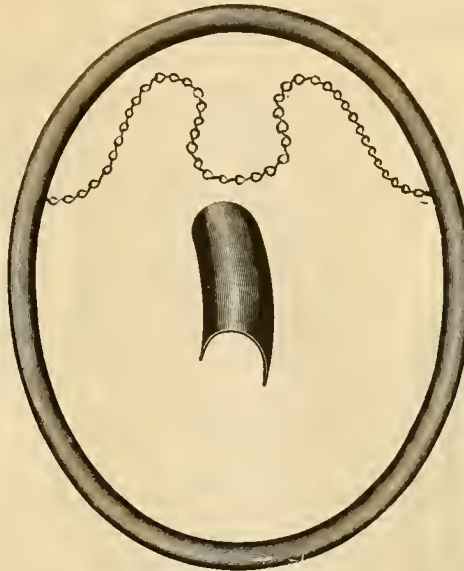
Frame, plate size is $9\frac{1}{4}$ inches in diameter, or a $9\frac{1}{4}$ inch circle. Each goes to customer in a highly polished shadow box with glass to protect.

Prices:

Frame, shadow box and glass\$1.75

Department of Miniature Portrait Frames

On this and the following page will be found frames especially designed for miniature portraits found elsewhere in this book. We are the first to introduce a strictly high grade line of miniature frames designed for that particular purpose. We realize that the miniature is here to stay and that up to this time there has not been a suitable line furnished by any concern and for that reason we are endeavoring to supply the trade with something that we can recommend and guarantee. Frames on this and the following page are strongly recommended for that purpose and we stand back of each and every one of them. We urge upon you the necessity of framing miniatures appropriately.



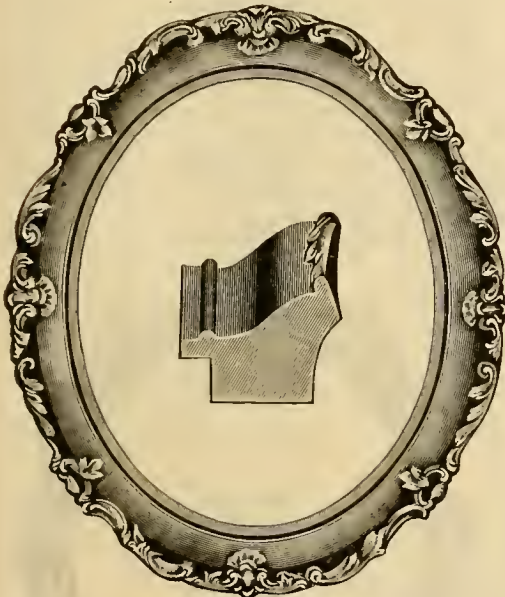
No. 330.

No. 330, All Gilt Oval and No. 331, All Black Oval.

This frame is an all metal, designed especially for miniatures of the lower grades. The center section of the illustration shows the shape of the frame. It has a chain attached for hanging and the same goes complete with the frame. The back is cardboard, cut oval, which fits snugly and the whole is an article that we recommend to those seeking a low price, though good grade article. We carry No. 330 and 331 in large quantities and are making a special run on them to meet competition. We elsewhere in this book have sample outfits of miniatures and for the various grades. Our extreme low price:

8x10 empty\$0.20
With glass and back25

Note.—Please bear in mind that this particular frame has chain attached for hanging and that the chain is a part of the frame.



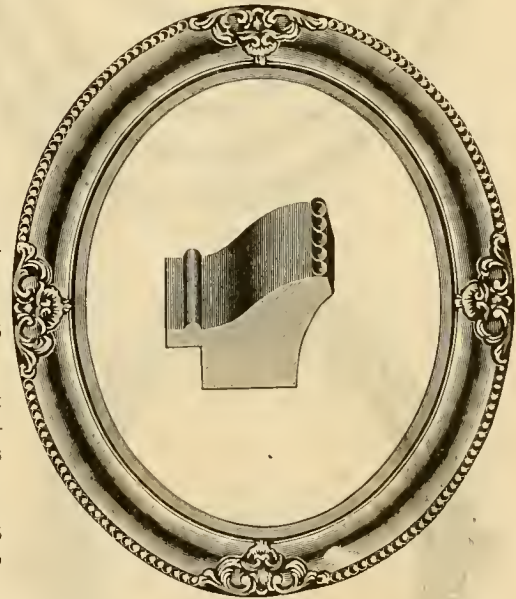
No. 337.

No. 337. An all gilt, one piece, oval frame, size 8x10, moulding $1\frac{3}{4}$ inches, made for miniature portraits. It is profusely ornamented as will be seen, in all gilt, mat bronze finish. Strongly recommended for miniatures. The center section in illustration gives shape of the moulding.

Price, 8x10, empty.....\$0.60
With glass and back..... .65

No. 336. 8x10 oval miniature portrait frame, moulding one and three quarter inches wide, frame profusely ornamented as is shown by illustration elsewhere in this book.

Price, 8x10, empty.....\$0.55
With glass and back..... .60



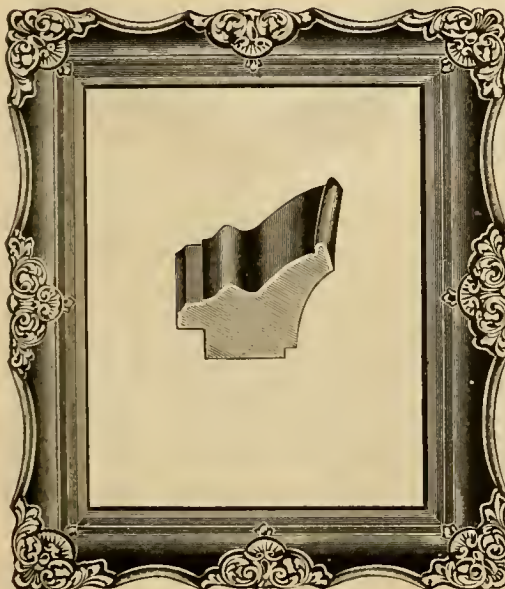
No. 336.

No. 339. 8x10 miniature portrait frame made of moulding about two inches wide, beautified with eight ornaments on corners and sides. The ornaments are perforated. The frame is all gilt mat bronze finish. Great pains were taken to make this frame appropriate and desirable. It is a big winner at the price.

Price, 8x10, empty.....\$0.35
With glass and back..... .40

No. 338. 8x10 miniature portrait frame, made from moulding one and one quarter inches wide. Eight ornaments are shown. Corner and center ornaments are perforated. The frame is all gilt, mat bronze finish, designed especially for miniatures found elsewhere in this book. We guarantee this frame to be first class.

Price, 8x10, empty.....\$0.50
With glass and back..... .55

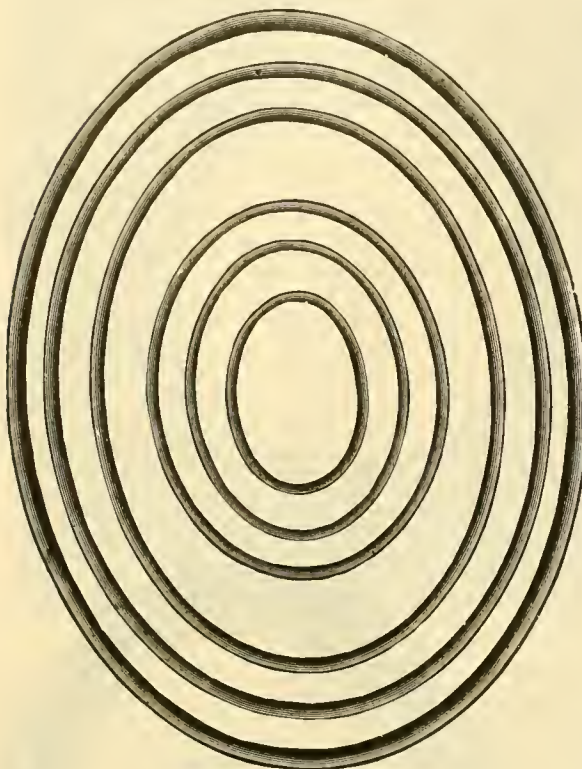


No. 339.



No. 338.

Miniature Frames—Continued



No. 340.

No. 340. Irregular size frames for various purposes. In this illustration we show a "Nest" of frames, running from 4x5½ to 16x20.

The moulding from which these frames are made is one-half inch, all gilt, mat bronze. All of these frames are oval and we guarantee them to be A-1 in every particular.

There is an unusual demand for frames of this kind and we are supplying the trade with the best that can be had at the lowest possible prices for the quality considered. We warrant them to be as represented or may be returned at our expense.

Our Low Prices:

No. 340, size 4x5½, empty.....	\$0.20
With glass and back.....	.23
No. 340, size 6x8, empty.....	.22
With glass and back.....	.25
No. 340, size 8x10, empty.....	.25
With glass and back.....	.30
No. 340, size 10x12, empty.....	.30
With glass and back.....	.37
No. 340, size 11x14, empty.....	.35
With glass and back.....	.45
No. 340, size 14x17, empty.....	.40
With glass and back.....	.55
No. 340, size 16x20, empty.....	.45
With glass and back.....	.65

Special Note.—Please bear in mind that these frames are oval, everyone of them. They are not made "in squares." They will please and there are so many uses to which they can be put that we do not feel it necessary to enumerate them here.



No. 332.
8x10
24 Karat Gold
Plated Miniature
Portrait
Frame.

Beaded with Hanger.

No. 332. This frame is one of the neatest that we make. It is designed especially for miniatures and is absolutely warranted to be plated with twenty-four karat gold. The major portion of this frame is so plated. It has a ring for hanging, as is seen by the illustration. The frame is fitted with a telescope back which fits snugly and closely into the frame making it practically dust proof. The edge of the frame has a row of beads which are gold plated. Designed especially for miniatures found elsewhere in this book.

Price, 8x10, empty.....\$0.95
With glass and back.....1.00



No. 335.
8x10
24 Karat Gold
Plated Miniature
Portrait
Frame.

The Pond Lily.

Twenty-four karat gold plated, miniature portrait frames.

No. 335. 8x10 metal, profusely ornamented with pond lilies. A goodly portion of this frame is plated with twenty-four karat gold, absolutely guaranteed to be pure and warranted to wear, if not, may be returned at our expense.

The size is 8x10 and the frame was designed especially for miniature portraits, found elsewhere in this book.

The frame is fitted with a telescope back, which is metal, and telescopes or fits into the frame, making it practically dust proof. It is an article that is strongly recommended and absolutely guaranteed.

Price, 8x10, empty.....\$1.95
With glass and back.....2.00



No. 334.
8x10
24 Karat Gold
Plated Miniature
Portrait
Frame.

Mulberry with Pearl Beads
Undoubtedly attractive.

No. 334. 8x10 Miniature Portrait Frame, design mulberry with pearl beads. The ornamentation, as you will observe, is very artistic, having the appearance of hammered brass, gold plated. It is a frame that was especially designed for miniature portraits found elsewhere in this book and as such we guarantee it to be appropriate. This frame is plated with twenty-four karat gold. The open work makes it artistic and suited in every particular for the purpose named.

The frame is fitted with telescope metal back, which fits snugly into the frame, making it practically dust proof.

Price, 8x10, empty.....\$1.70
With glass and back.....1.75



No. 333.
8x10
24 Karat Gold
Plated Miniature
Portrait
Frame.

Morning Glory
Sunburst Ornaments.

No. 333. 8x10 Miniature Metal Frame, plated 24 karat gold. Ornaments perforated. The design is such as to render elegance and grade to miniatures and the quality we guarantee to be as represented or the frame may be returned at our expense. It is fitted with a telescope metal back, making it practically dust proof. This and the other four frames shown on this page, were designed for miniatures found elsewhere in this book, and we strongly recommend them because in the first place they are artistic and in the second being gold plated, they are very attractive and guaranteed to be perfectly satisfactory.

Price, 8x10, empty.....\$1.45
With glass and back.....1.50

WHY NOT SELL NEW GOODS?

OUR AIM: TO LEAD ALL COMPETITORS

THE NEWEST PICTURE OF THE SEASON

"THE WINDSOR" SERIES OF FAC-SIMILE OILS

This will introduce a departure in art. We are the first to bring out a series of fac-simile oils to be known as "Windsor Oils," protected by copyrights. No expense, pains or care has been spared in bringing out this series. The markets have been searched for suitable subjects, and after careful thought we have started with a series of six subjects shown on these pages.

What "Windsor Oils" Are

Fac-simile pastels have been on the market for a number of years and, as you know, have been sold by the multiplied millions. No attempt, up to the time being, was ever made to produce a fac-simile oil. The chief difficulty has been to get a production that would fully portray the beauties of the original masterpiece. After endless experiments and the sacrifice of large sums of money, both in America and Europe, the secret was at last discovered, and now, by an original process and by the outlay of a small fortune, fac-simile oils are a reality. These pictures are so perfect that no one but an expert, and even he is sometimes deceived, can detect them from the original. The writer had the experience in question. Placing the two pictures side by side he was at a loss to know which was which. So perfect has the oil been produced that each and every delicate shade, shadow and light are brought out as they existed in the original masterpiece. Every stroke of the brush is plainly visible. Not only this, but the paint, as was applied on the original, is shown thick here, thin there, shading down to invisibility.

The process of producing this is one of the greatest achievements of modern art. It is thought that the sale of "Windsor Oils" will surpass that of fac-simile pastels. By rubbing the fingers over the surface you can not say whether "Windsors" are the originals or the originals are "Windsors," because where the oil makes the picture stand

out the same effect has been produced by the process covering "Windsor Oils." Because of the oil effect no glass is necessary. The picture can be sponged at will without harm to it. To put glass over it would produce the same effect as a glass over a high grade oil.

Six Subjects in "Windsor Oils"

The present series embraces only six subjects. Others will be added as circumstances permit. Some of these are European, while others are taken from American scenes, and in each and every case nothing but masterpieces were selected from which "Windsors" were made. The artists who painted the originals are Granville Perkins and Andrew Melrose.

Size and Quality

Framing size or plate of "Windsor Oils" is 22x36, mounted on heavy canvas stretcher. "Windsors" contain from twelve to twenty-three colors. The subjects now ready are: No. A, Balmoral Castle, No. B, Sunset on the Coast of Florida. No. C, Lake George. No. D, Windsor Castle. No. E, Under the Hawthorns. No. F, Moonrise at Sunset on the Coast of Maine.

Prices

Unframed on stretcher, \$2.00 Framed complete See prices at the bottom of each frame shown in the pages.

Special Note.—We have shown two "Windsor Oils" framed simply to give an idea as to their looks when appropriately framed. The pictures represented by the cuts are the same size as the ones framed. When ordering any one of these pictures framed, the order should read as follows: Frame No. 193, picture A; or frame No. 194, picture B. In other words, the picture and frame number should each be given.

No. B. Sunset on the Coast of Florida

Designed at the London studios and printed at the Fine Art Works at Berlin. Original painting by Granville Perkins



No. B. Framing Size 22x36

This picture represents one of the Florida keys, which are composed of coral reefs, lying at the southern end of that peninsula.

They are quite numerous and are washed by the Gulf Stream.

The one we reproduce is the largest and is called "Key West," and is the United States Naval Station for the North Atlantic Squadron, or at least one of them. The town of Key West is quite a flourishing one, and in character is very much like a Spanish town, as its inhabitants are mostly Cubans. These keys are famous for wrecks and wreckers. You may find at times a half dozen or so in sight of each other, especially after a "northeast gale." Old naval hulks are to be seen also lying about the harbor, adding greatly to its picturesque beauty.

Our painting represents one of those Florida sunsets which are famous for their brilliancy of color. The figures represent wreckers just quitting work for the day, dismantling an old frigate.

Price unframed, mounted on stretcher, \$2.00

The Sale of One "Windsor Oil" Will Sell Six Others

Moonrise at Sunset on the Coast of Maine



FRAME No. 193. PICTURE No. F. Size 22x36. PRICE, \$3.00.

No. 193. A deep shell combination, made of two pieces; frame about 5 inches wide and deep enough to give "Windsor Oils" the proper effect. Outside piece is 2½ inches, scroll pattern, shell effect, with a 2-inch mat bronze lining, giving the frame that inside flat appearance and which in a measure harmonize with the picture. No. 193 was expressly designed for "Windsor

Oils" and is so well suited that the frame can be appropriately used for any one of the six subjects shown on these pages. Size of frame, inside measure, 22x36.

Price of frame only, empty	\$1.00
Price with "Windsor Oils," complete.....	3.00
Price of "Windsor Oils" mounted on stretcher.....	2.00



No. C. Framing Size, 22x36. Mounted on Stretcher.

No. C. Lake George

Designed, copyrighted and published by Raphael Tuck & Sons, London. Original painting by Andrew Melrose.

Indian name "Horican," meaning "Silvery Waters," is bordered by hills and rugged cliffs, that hang over the water; the distances are rich and delicate beyond description, the fading of greens into blues, then lessening into the tenderest of mists, are combinations beyond comparison. The view is looking toward a projecting point of land known as "Sabbath-Day Point," the scene of several fights between Colonists and Indians. It is the most frequented and famous of American lakes.

LOOKS GOOD IN FRAME No. 193.

Price of No. C.....	\$2.00
In Frame No. 193.....	3.00

New Windsor Oils

22x36 on Stretcher.

Windsor Oils Need No Introduction as the Picture is Famous, Complete Description in Our New Catalogue.
UNDER THE HAWTHORNS.



FRAME No. 194. PICTURE No. E. Size 22x36. PRICE, \$3.25.

No. 194. A high back, double deck, all gilt frame, about 5 inches wide, made of four members. First: A 1-inch line floral design with a touch of basket weave. Second: 1-inch undulated burnished member. Third: A high back section, scroll pattern. Fourth: A 2-inch floral design.

This is one of the most beautiful combination frames ever brought out and was made for the express purpose of framing

"Windsor Oils." The frame is suited for any of the size oils shown and we would earnestly recommend that it be ordered in connection with these pictures. Size of frame, inside measure, 22x36.

Price of frame only, empty\$1.25

Price with "Windsor Oil," complete 3.25

Price of "Windsor Oil" unframed..... 2.00



Balmoral Castle. Picture No. A.

Windsor Castle No. D. Cut not shown. Price and description same as No. A.

This famous picture was designed at the London studios and printed at the Fine Art Works at Berlin. Painted by Andrew Melrose.

Balmoral Castle — built on property bought by the late Prince Consort, is in true Scottish baronial style. It occupies a level space on the margin of the Dee, which takes a semi-circular sweep around the mountain range of Craig-na-Gowan. It consists of two separate blocks connected by wings at the east end of which a massive tower is surmounted by a turret, with a circular staircase, from the summit of which is obtained a magnificent view of mountain scenery. The grandeur and beauty of the place, together with its associations have made it justly dear to the heart of royalty.

Looks good in No. 194.

No. A. Framing size, 22x36, mounted on stretcher \$2.00

Balmoral Castle No. A.
Windsor Castle No. D.



Frame No. 23.

This cut shows our No. 23 with a beautiful "Oil," frame — inches wide, made in many sizes, and nearly one dozen finishes, all gold, white and gold, green and gold, chocolate and gold and all black.

Price of No. 23 Fitted with Oils.

9x12 with Oil, complete	\$0.25
14x17 with Oil, complete .....	.40
16x20 with Oil, complete .....	.50

Our Greatest Sellers

We make nearly fifty subjects in "Hard" Oils, in various sizes. These splendid paintings are now in reach of the average citizen; always sold for a long price. We produce them in large quantities at small profits, hence our low prices.

WHAT THESE OILS ARE.

These paintings are known as the celebrated "Hard" Oils, painted by hand (not printed), mounted ready to frame, guaranteed not to fade. Because they are genuine "hard" oil, can be washed, sponged or cleaned at will; because they are genuine "hard" oil, no glass is needed for framing purposes.

These oils will last a lifetime and can be sold in almost any home. Salesmen are selling them by the thousands. You can make it pay because "hard" oils are the latest out and open up new fields.

NO FREE SAMPLES.

We do not furnish free samples of these goods. These oils are the greatest winners of the season and will pull you out of the "hole." Get your order in quickly, for it's the new scheme of the year, and will succeed where all else fails.

PRICE OF "HARD" OIL PAINTINGS, UNFRAMED.

Prices and Sizes.

9x12, cardboard, unframed	\$0.10
14x17, cardboard, unframed .....	.20
16x20, cardboard, unframed .....	.25
22x36, stretcher, unframed .....	.75

WHAT SOME OF THE BOYS DO

Many of the boys carry a few of these oils to work off frames left on hand. It's better than selling such frames at or below cost. A portrait frame costing, empty, say 35 cents, can be fitted

with an oil at 25 cents, making 60 cents in all, and sold for \$1.00 anywhere. That's better than selling the refused frame at cost. You turn into profit what would otherwise be a loss.



Frame No. 193. Size of Frame, inside measure, 22x36. Price, all complete, \$1.75.

No. 193. A deep shell combination, made of two pieces, frame about 5 inches wide and deep enough to give "Hard Oils" the proper effect. Outside piece is 2½ inches, scroll pattern, shell effect, with a 2-inch mat bronze lining, giving the frame that inside flat appearance, and which in a measure harmonizes

with the picture. No. 193 was expressly designed for "Hard Oils."

Price of frame only, empty	\$1.00
Price of "Hard Oil," mounted on double thick cardboard in 193, complete	1.75



Hard Oils

Continued

No. 169. Size, 16x20. Best low price, one-piece frame on earth. Fully ornamented solid gilt or black. About four inches wide, very fancy. Outer edges serrated and perforated. Designed for sheet pictures and memorials:

Price. No. 169, empty, 50c; with "hard oil," 75c.



No. 66. Four inches wide. Finished in gilt; white and gilt tips with the outer edge shaded in blue, chocolate, green or pink. Also black with gilt tips. One of the latest and most attractive 4-inch patterns on the market.

14x17	Empty.....	\$0.23	With "hard oil".....	\$0.36
16x20	Empty.....	.25	With "hard oil".....	.45



No. 6. A cracker-jack perforated frame, about 5 inches wide, made of well seasoned material with deep ornaments and hand-sawed perforations. Furnished in all gilt and black with gold tips. The whole frame is mat sized and will be exceedingly popular, being suited to so many purposes.

No. 6—Gilt.

No. 7.—Black and Gold Tips.

14x17	Empty.....	\$0.30	With "hard oil".....	\$0.50
16x20	Empty.....	.35	With "hard oil".....	.60



Frame No. 3. Frame is about five inches wide, consisting of three members, outer member all gilt, stem ornamented, lemon bronze reeded, lining a new design, tastefully ornamented, making a most appropriate frame for these paintings.

Price of No. 3 with "Hard Oils":

14x17	Empty.....	\$0.40	With oil, complete.....	\$0.60
16x20	Empty.....	.45	With oil, complete.....	.70
22x36	Empty.....	.90	With oil, complete.....	1.65



No. 217. Size, 16x20. Five-inch mahogany and gilt two-piece frame. Outer member mahogany followed by all gilt lining.
Price. No. 217, empty, 45c; with "hard oil" complete, 70c.



No. 113. Size, 16x20. Three-ply veneers, all gilt frame. Hand laid ornaments on corners and a nice bead lining around the opening.
Price. Empty, 40c; fitted with "hard oil," 65c.

NEW YARD SUBJECTS

Eleven New Yard Subjects, size $8\frac{1}{2} \times 29\frac{1}{2}$, on good strong stock in rich warm sepia tone. Make most excellent panel or yard pictures. Lot consists of eleven choice subjects of Poets, Authors, Musicians, Statesmen, Heroes of the Bible, Noted Women of the Bible and Great Preachers. Also Life of Christ, called "Bethlehem to Calvary," shown framed complete. Frame is $1\frac{1}{2}$ inches wide, solid oak, made expressly for these pictures. Frame any of them.

OUR LOW PRICES.

1—Any subject complete in frame No. 133 only	\$0.60
6—Any subject complete in frame No. 133 only	3.30
12—Any subject complete in frame No. 133 only	6.00

IN SHEET, UNFRAMED.

1—By mail	\$0.20
6—By mail	.90
12—By mail	1.50

Bethlehem to Calvary

Shows Jesus
from the
cradle to the
grave.



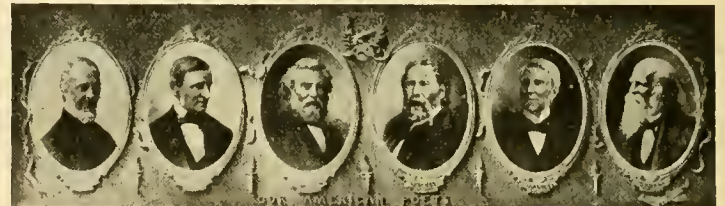
An
Assortment
of these
Panels makes
a pretty
Collection.

No. 998. Our Lord Jesus Christ.

Frame No. 133, Picture No. 998—Oak, $1\frac{1}{2}$ inches wide, size $8\frac{1}{2} \times 29\frac{1}{2}$. Will fit any picture shown below. Made expressly for them.



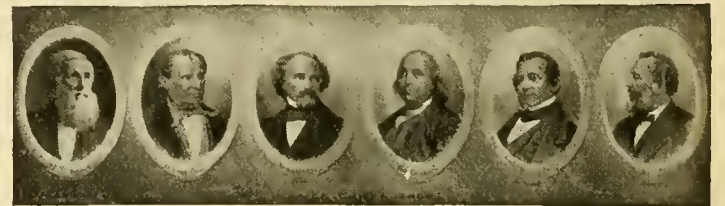
No. 997. Our American Statesmen.



No. 996. Our American Poets.



No. 995. Our American Poets.



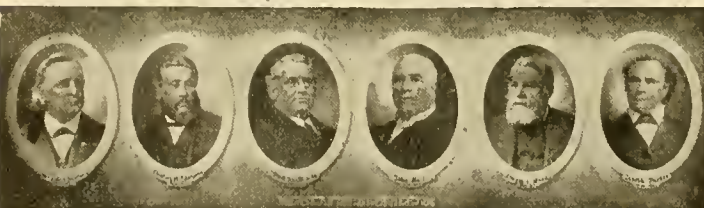
No. 994. American Authors.



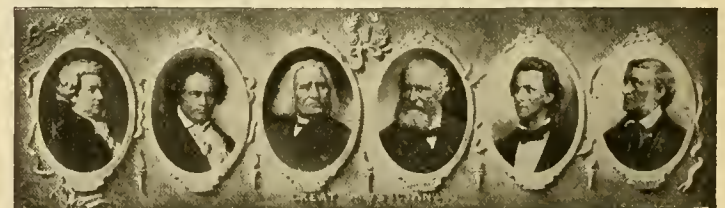
No. 993. British Poets.



No. 992. British Authors.



No. 991. Great Preachers.



No. 990. Great Musicians.



No. 889. Heroes of the Bible.



No. 888. Women of the Bible.

Hard Oils by the yard

We show one cut only of 8x36 hard oils, but have ten or twelve subjects, any one of which may be fitted into either of the four frames shown hereon. We always send an assortment of frames and oils when filling orders, but if preferred you may choose frames by numbers.

OUR LOW PRICE OILS BY THE YARD.

1 8x36 Framed complete (No glass required).....\$0.50 12 8x36 Framed complete (No glass required).....\$4.80



Frame No. 201. Fitted with yard of pussies. Ornamented frame black with gilt tips 2½ inches wide.

On page 184 of this catalogue will be found fourteen subjects, 8x36 or yard sizes, any one of which may be fitted into either frame shown hereon. If no choice is made an assortment of frames and yards will be sent. Big money in yards. Ours the best.

OUR LOW PRICES.

1 8x36 Framed complete with glass back and picture.....\$0.60 12 8x36 Framed complete with glass back and picture.....\$6.00



Frame No. 143. Fitted with yard of fruit. White reeded frame, 1½ inches wide.



Frame No. 161. Fitted with yard of roses. Solid oak frame, 1½ inches wide.



YARDS FRAMED COMPLETE—8x36.

Frame No. 201. Fitted with yard of hard oil. Ornamented frame back with gilt tips 2½ inches wide.

Water Colors Appropriately Framed

We show on this page a few of the many subjects in water colors now offered for sale, but by referring to page 196 of this catalogue there will be found something

like sixteen or eighteen different subjects—some fruits, some sceneries, etc.—any of which may be included in the assortment of frames shown on this page.

Why We Offer These for Sale

There is a growing demand for a small size picture, appropriately framed, and because we have many thousands of these water colors, new, just published—we have decided to make a bargain of them. We are

satisfied that anyone will have no trouble to sell them at 100 per cent profit and more, because they are bargains and we offer them at little or no profit to ourselves.

They Are Framed Complete

We show illustrations of the frames on this page and the assortment will be made of three or four patterns of frames suited to the purpose. The frame proper is about three-fourths or 1 inch wide, made of all gilt moulding with brass ornamented cor-

ners or a white frame of the same width with the brass corners, or an oak frame of the same width with brass corners, and in fact a large variety of suitable frames made up included in this assortment, though we use our judgment in making the selection.

Size of the Water Color

These pictures come in size 5x10, some oblong and some upright, as will be observed, and the size is such that they fit into many nooks and corners of the modern home. They are very well suited for the purpose of ornamenting dens, cozy corners, libraries, and other places, and most especially the tasty dining-room pictures which are always in demand.

What These Water Colors Really Are

These subjects come in sixteen or eighteen colors, beautifully blended, harmoniously arranged, and printed so that the best effect is produced. Much care was taken in selecting only subjects of merit and our artist has been extremely successful in bringing out every detail of the picture.

OUR LOW PRICES:

1,000, size 5x10, framed, complete.....	\$100.00
100, size 5x10, framed, complete.....	15.00
12, size 5x10, framed, complete.....	2.00



Where the Profit Comes In

Many of our best men buy these pictures by the hundred, framed complete, and sell them as they go, paying all expenses. No one objects to paying 25c, 50c or 75c, and in some instances \$1.00 apiece for these pictures, because all art stores retail them for at least \$1.00, and sometimes more. There is a big profit in them to the man who pushes and we would urge that you order a liberal assortment, and if they cannot be disposed of at a good advantage, may be returned to us and we will allow you the price paid, less transportation charges.



In addition to hard, faithful, honest work, you must deal with a "house with a soul." That is, the firm must be in sympathy with you, and lend its assistance when needed.

"TRADE WITH A HOUSE THAT HAS A SOUL."



8x10 Poly-Tones, Framed Complete



WHAT "POLY-TONES" ARE.

We have at this writing over 50,000 6x8 "Poly-Tones" ready to ship. Poly means many, and Tones tints or colors. Hence "Poly-Tones" applied to pictures means pictures of many colors. The assortment embraces more than fifty subjects, a few of which are shown on these pages, but owing to the scarcity of space we have not undertaken to show the line in full. (For full line see page 185.)

SIZE AND KIND.

"Poly-Tones" are 6x8 on good paper printed in many colors, more than twenty in some of the subjects, bringing out every detail of the subject portrayed. Many have pronounced "Poly-Tones" the most perfect picture on the market, and say they sell where others will not.

HOW WE SELL THEM.

In order to enable you to make a larger profit you have the choice of buying "Poly-Tones" in sheet or fitted into dainty, catchy, attractive frames, designed for the express purpose of showing "Poly-Tones" to the best advantage.

We recommend that you order them framed. It is just as easy to sell them framed as in the sheet, and gives you the profit on frame and picture as against one profit if sold in the sheet. Besides, the beauty of the picture is enhanced many fold when appropriately framed.

MANY SUITABLE FRAMES.

We carry many thousand frames for "Poly-Tones." Cuts on these pages show a few of the assortment.

SIZE OF FRAMES.

The frames are 8x10—"Poly-Tones" 6x8. To bring out the beauty and to perfectly harmonize frame and picture, we mount the "Poly-Tones" on a mat which matches perfectly, producing an effect impossible to obtain otherwise. See cuts on these pages. They give you some idea as to beauty.

PRICES IN SHEET.

100 by express.....	\$1.00	25 by mail.....	\$0.50
50 by mail.....	.75	10 by mail.....	.25
1 by mail.....			.10

PRICES FRAMED COMPLETE.

100 framed complete.....	\$20.00	25 framed complete.....	\$6.00
50 framed complete.....	11.00	1 framed complete.....	.25

8x10 Premium Pictures

15 CENTS FOR PICTURE AND FRAME COMPLETE.

Fifty thousand 8x10 pictures in colors, consisting of twenty-five subjects, now offered for only 15 cents, all complete.

The frames are made of choice, well seasoned material in assorted finishes, gold, black, pink, natural oak, bronze and many others. The pictures are landscapes, heads, fruit, flowers, marines, home scenes and others. We send a most beautiful assortment, both of picture and frames. Pictures mounted on perfectly white card, under glass. These make excellent premiums, souvenirs and give-away goods.

OUR LOW PRICES.

12 for	\$ 1.80
50 for	6.00
100 for	10.00

NOTE.—An assortment of these pictures will convince anyone of their selling qualities. They are sellers and trade pullers.



Dainty Water Colors

Twenty subjects to select from. All in rich, harmonious colors.

SIZE 5x7 UNDER GLASS.

Many beautiful landscapes, marine and farm scenes. Sell anywhere on this globe for 25 cents each and cost you only 9 cents in 100 lots. Makes an excellent give-away picture. Hustlers carry these to pay expenses when working country trade. Photographers use them as premiums, merchants give them as souvenirs. Agents sell them for profit. So you see the field is unlimited and your opportunity is now.

Price, 10 for	\$1.00
50 for	4.75
100 for	9.00

We send assorted subjects and frames. Take our word for it—these are the prettiest pictures we list. The price is very low.



Tasty Dining Room Pictures



No. 191. Size, 20x28. Price, complete, \$2.50.

Beautiful Panels for the American People

At the earnest solicitation of many of our best people throughout the United States, Canada and Mexico, we have been asked to place before the American public an appropriate series of panels, and to meet this demand we submit herewith two frames which in our opinion are suited to the purpose.

Frame No. 196 is a 4-inch, all gilt, deep frame, profusely decorated. The outer edge is ornamented and is followed by a mat burnished section and that followed by a beaded line next to the picture.

Frame No. 195 is a 4-inch, all gilt, high back, double deck frame, profusely and elaborately ornamented. That, too, is finished with a beaded line next to the picture. Either one of these frames is elaborate and all right for the price.

Description of the Panels

Size 16x26.

Elsewhere in this book will be found a series of eighteen or twenty panels, some upright and some oblong, selected with the greatest care and all of which are imported. The size of the picture proper is 8x16 and the size of the frame inside is 16x26. In order to show the panel to its best advantage, we employ two mats. The picture is mounted on to the first mat and then countersunk into the second. We cannot describe the beauty of this combination, neither does the illustration do it justice; but it is safe to say that these panels are meeting with great success, and we have been highly complimented upon the beautiful showing made. If you desire certain subjects placed into these frames, they may be selected from our catalogue, but care should be taken to give the number of the frame wanted.

PRICES:

Frame No. 196, complete with glass, back, two mats and picture \$4.00
 Frame No. 195, complete with glass, back, two mats and picture 1.90

Note.—So great is our faith in these pictures and so sure are we that you and your customers will be pleased, that we will pay the freight to and from on a shipment made up from this assortment if they are disappointing in the least. This is safe and it is the only way to buy goods of this kind. Let us take all chances; you take the profit over and above the wholesale cost.

Elsewhere in this book will be found many dining-room pictures. We show this one framed complete, so some idea may be had of its beauty.

No. 191. New veneer, made expressly for dining-room pictures, made of best quality, 3-ply kiln dried veneer, finished in brown with gilt ornaments, or black with gilt ornaments. Shape lends the frame an individuality, rendering it especially suited to all dining-room or landscape subjects. The dining-room subject is in many colors, on good paper and is a work of art.

Dining Room Subject, only, 20x28 \$0.50

Frame with glass and back complete, 20x28 2.00

Frame, glass, back and Dining Room Subject complete 2.50

Note.—This frame is suitable for the framing of any 20x28 picture.



Frame No. 196. Size 16x26. Price, \$4.00.



Frame No. 195. Size 16x26. Price, \$1.90.

Only 30c Each

HOME, SWEET HOME.

We have two mottoes that we are putting out with great success—one entitled "Home, Sweet Home," and the other "God Bless Our Home." These mottoes are printed in beautiful colors, each flower shows its natural color, and with a golden background makes a picture sold to the rich and the poor, to the religious and all kinds and classes of people any and everywhere. Size of the picture is 16x20 and it fitted into a most beautiful compo frame, 4 inches wide, of two-piece effect. The outer member of this frame is a scroll pattern, tipped in gilt and finished in solid black. The other member is ornamented, finished in solid gilt and then has a lining next to the picture. The whole is a magnificent piece of art. This picture is being sold and can be sold at a profit, for it is being done every day. Many of our boys pay all expenses in the country with this picture, often getting \$1.00 or \$1.50 for the frame and picture complete. Prices:

1 for \$.40
10 for 3.50
100 for 30.00

MOTTOES VARNISHED.
NO GLASS REQUIRED.



Frame No. 310.

This Beautiful Picture and Frame, All Complete, 75c



Frame No. 21. Picture and Frame Complete, 75 Cents.

FRAME No. 21.

Size 16x20. One size only.

This is one of our new 1911 patterns, imitation three-piece combination. First member is all gilt, followed by an imitation oak, and that followed by an all-gilt chain lining. The frame is about 5 inches wide. Well made and good material and a value never before offered by any house. Price of frame, glass, back and religious picture shown therein, only 75 cents complete. Price of frame empty, 45 cents, fitted with glass and back, 65 cents; fitted with glass, back and religious picture, "The Lord's Supper," 75 cents.

DESCRIPTION OF RELIGIOUS PICTURE.

"Lord's Supper," Our No. 1401.

This is one of the most popular religious pictures ever published. It is printed in many beautiful colors, showing our Lord and the Twelve Disciples. It is a picture that every Christian home prizes and one that is sold by the multiplied thousands. The picture alone is worth singly 15 cents. In hundred lots we get \$5.00, but we are making a special offer of Frame No. 21, or No. 311, shown at bottom of this page, glass, back and religious picture, for only 75 cents.

HOW TO ORDER.

Simply say, send me Frame No. 21, or No. 311, whichever one you choose, each shown on this page, fitted with "The Lord's Supper," No. 1401, or with "Family Record," No. 1380, and the goods will go forward at once, properly packed, fitted with the best of glass, all clean, ready to deliver, for the small sum of 75 cents each.

WHERE THE PROFIT IS.

Many of our boys use these for canvassing the country to pay expenses, carrying always a dozen or so. The picture costs you all complete as shown 75 cents. It retails anywhere on earth for \$1.50 or even \$2.50, depending upon the part of the country in which you canvass. It is a big winner and you should order a dozen to try out.



Frame No. 303. All complete, Only 70 Cents.

"A MAN SHOOTS JUST AS HIGH AS HE AIMS"

All Complete for Only 70 Cents

MEMORIALS FRAMED COMPLETE.

This illustration shows one of our best selling Memorials framed complete in No. 303, number of Memorial 1379, shown on page 127 of this catalogue. This Memorial is printed in many colors, sepia and gold prevailing. It is known as the Golden Gate Memorial. It is one of the best selling articles of its kind on the market. We have framed it most appropriately in No. 303, shown on this page, though it looks well if placed in Frame No. 13, also shown on this page.

DESCRIPTION OF FRAME No. 303.

Frame No. 303 is made in one size only, 16x20, and is a four-piece combination effect. The first and third members of this frame are imitation mahogany and the second and fourth in a good grade of gilt. The mahogany and sepia tone of the picture harmonize perfectly, making the most beautiful combination and an excellent seller.

PRICE OF FRAME No. 303.

Complete with Family Record or Marriage Certificates Shown Herein.

For the sake of introducing this combination and in order to show our good faith in it, we are making extremely low price of only \$0.70 complete for Frame No. 303, fitted with glass, back and Memorial as shown. We are so confident that these will sell and to a great advantage to the purchaser, that we make this extremely low price, believing that it will be the means of introducing these goods more extensively.

All Complete Only 65 Cents

DESCRIPTION OF FRAME No. 13.

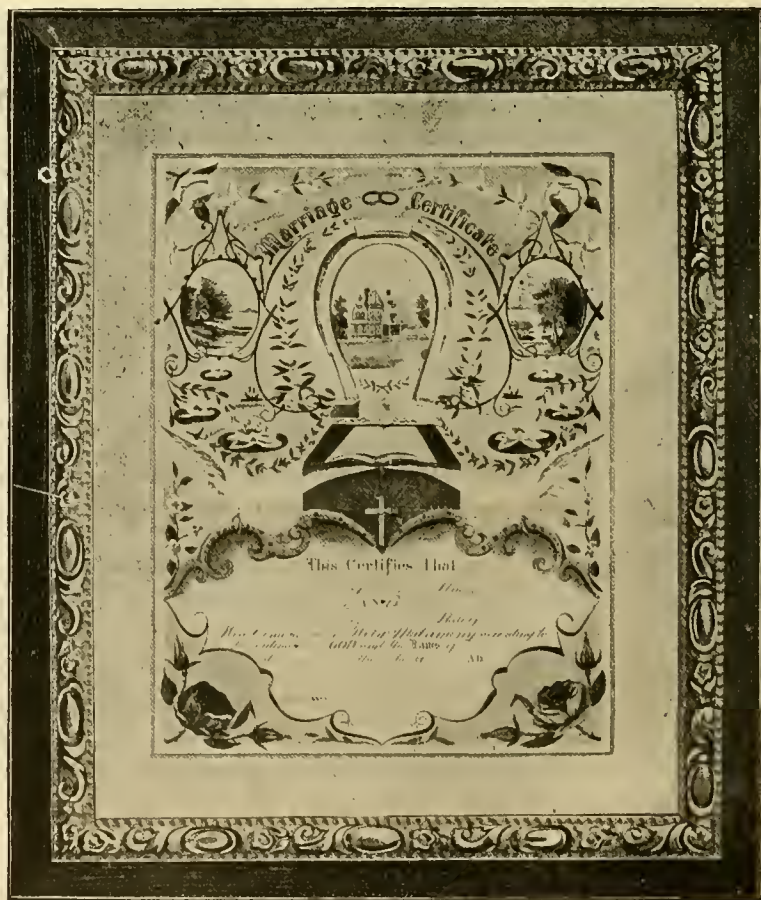
This is a new pattern; was originated for the express purpose of framing any and all sheet pictures shown in this catalogue. It is about 4 inches wide, made of two pieces, the first of which is an excellent imitation of mahogany, followed by a high back all gilt ornamented back or lining. We have fitted into this frame one of our most excellent Marriage Certificates, an article that is sold everywhere at a big profit. The frame comes in one size only, 16x20, and the price empty is \$0.30; fitted with glass and back, \$0.50; glass back and Marriage Certificate, \$0.65.

OUR SPECIAL INTRODUCTORY OFFER.

To show that we have extreme confidence in the goods shown on this page and to introduce them more extensively, we will send six frames complete with Memorial as shown in No. 303 and six Marriage Certificates as shown in No. 13, all complete, with glass and back and pictures for the sum of \$7.00. Now, remember, that if you buy these singly the price will be that named above, but if you buy six of each, twelve in all, the price will be \$7.00 for the dozen. An order of one dozen will mean many more, because these goods sell wherever shown at a profit.

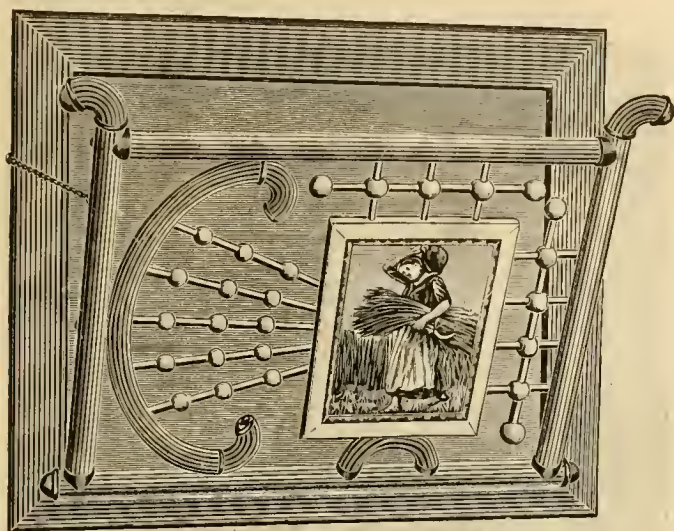
WHAT MANY OF OUR BEST AGENTS DO.

Many of our best agents, in soliciting orders for portraits as an inducement for a portrait order, give one of these pictures—the "Lord's Supper," or "Family Record"—as a premium, and when they deliver the portrait order, they also deliver the "Record" or the "Lord's Supper" framed complete and sell the frame only. Therein they make a big profit on the combination.



Frame No. 13. All Complete, 65 Cents.

WALL POCKETS



No. 519. A most magnificent pocket, made altogether of white reeded moulding with brass trimmings. The pocket is 17x20 inches. The portion forming the pocket proper is 13x17, on to which is fitted a picture 6x9 under glass. This is one of our best sellers and the pocket is guaranteed to be absolutely O. K.

Our low price\$1.25



No. 520. This wall pocket is 16x19 inches, made of oil polished imitation onyx. The pocket section is 13x16, into which is fitted a picture under glass, many of which are famous and sell for almost as much as we ask for the entire pocket. The finish of the pocket is dark brown almost black, through which run yellow waves or seams, giving the moulding the appearance of onyx.

Our price of this pocket is\$1.00

TO THE UNEMPLOYED HONEST MAN

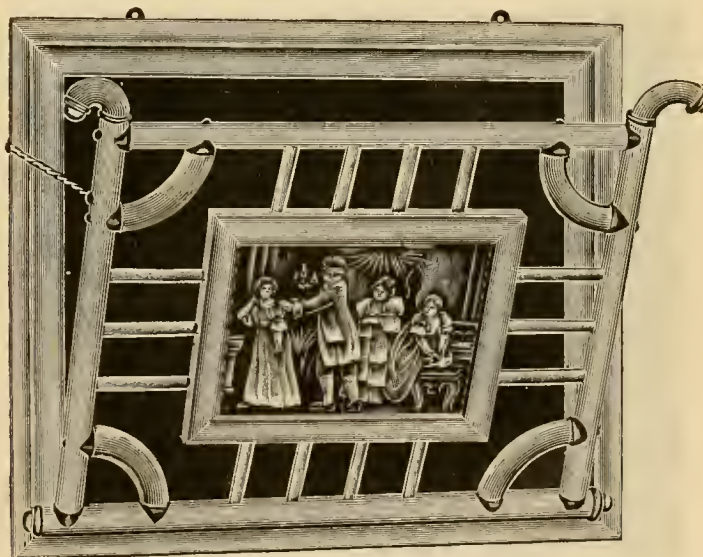
Only a few years ago the writer of this article was a farmer boy employed on a farm down in Texas, and received for his labors the munificent sum of \$10.00 per month and his "chuck." He entered the picture business without experience or money and was not long in getting a foothold and today is owner of a large interest in a flourishing and prosperous business.

You can do the same. Any honest man can do the same. Our plan helps you. It helped thousands and will continue to help them. Take advantage of it. We furnish everything needed except the sweat. Will you join us?



No. 517. This pocket is made of grained oak, in a kind of a gray finish which shows the natural grain of the wood. It is brass trimmed and is 17x19 inches. The pocket is 13x16 into which is fitted a most beautiful picture of "frightened horses" under glass in black and white. It is a master-piece and is a big seller.

Our low price\$1.00



No. 518. This pocket is made of golden oak, showing the grain, and is in great demand. It is 16x19. The section forming the pocket is 13x16, brass trimmed, on to which is fitted a picture 7x9 under glass. Like oak furniture, Wall Pockets of this kind are always in demand.

Our low price\$1.00

Wall Pockets



No. 507. Another compo creation, size 16x25 inches, the outer edge of which is dark green or purple shaded into a pure white with gilt ornaments. The section forming the pocket is 12x18, into which is fitted a beautiful fac-simile pastel, size 9x15, without glass, the picture being varnished, making it water-proof.

The price of this pocket is75c



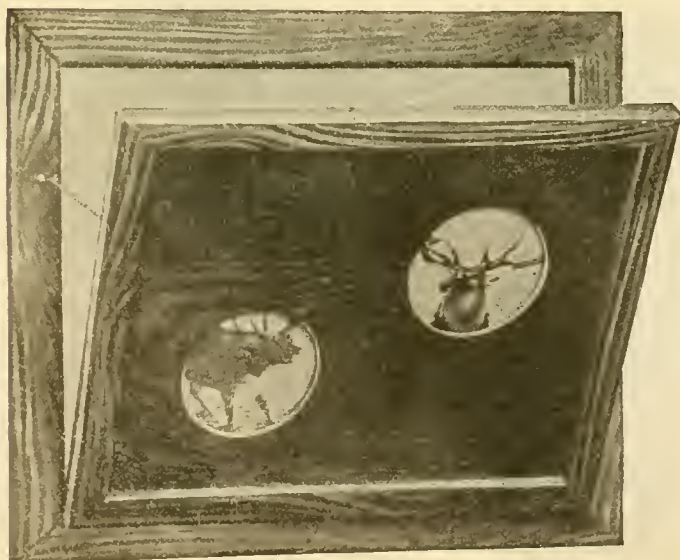
No. 508. Finished in white enamel and gilt tips with assorted shadings on the outside (green, brown, purple, etc.), and fitted with fine landscape study, assorted subjects and without glass. Size outside about 13x16.

Price each50c

WALL POCKETS SELL ALL THE TIME

In selecting this line of Wall Pockets no pains were spared to put the best in reach of our patrons. Quality and prices are right.

Many of our best men pay expenses when working country trade by selling these as they go, carrying a supply with them.



No. 501. A new design wall pocket, size 14x16, the pocket part being 11x13 inches with two openings in which are pictures, varnished, of stag's heads, making a very striking and imposing effect. The whole is made of imitation veneer.

Well made, guaranteed to please and the price is55c



No. 506. This wall pocket is one of those beautiful compo creations, profusely decorated, the outer edge of which is a dark green, brown or purple, blending into pure white with gilt ornaments. The size of the pocket is 18x20 inches, the portion forming the pocket proper being 12x15, into which is fitted a beautiful fac-simile pastel, size 9x12.

Price is85c

Wall Pockets



No. 503. This wall pocket is finished in ebony, embossed. Size is 14x17; part forming the pocket is 11x14 inches, into which is fitted a beautiful picture, size 9x12 inches, varnished, without glass. This is a great bargain and a beautiful pocket.
The price is.....50c



No. 505. This wall pocket is 15x21, the part forming the pocket being 11x17, into which is fitted a most beautiful mat, having two openings containing pictures 5x7 inches. The pictures are in reality photo colors. The pocket proper is made of hard wood finished in antique brown with brass corner ornaments. The pictures are under glass. It is a pleasing pocket and one sure to sell.
The price is\$1.00

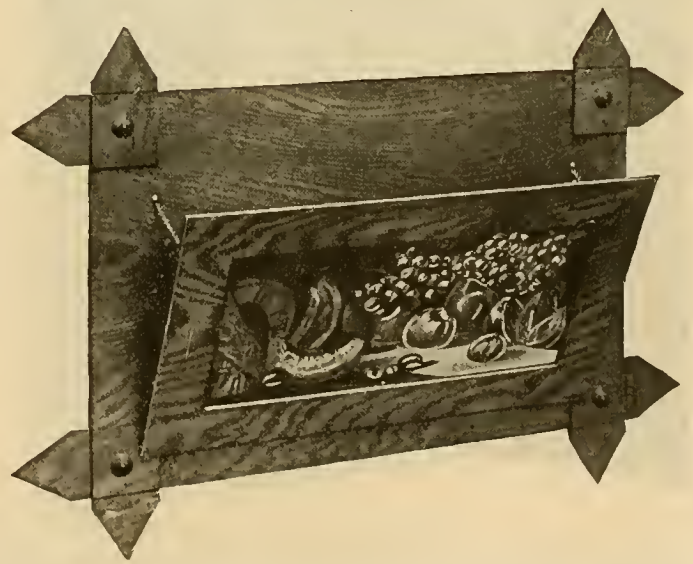
A THING HARD TO UNDERSTAND

A thing hard to understand is, why good honest men remain unemployed when they could earn fair wages in the picture business. You need no money or experience.

If you are willing to "sweat" we furnish the outfit and goods. Collect enough from your sales to pay yourself and us. The risk is ours; the opportunity yours.



No. 504. This wall pocket is another beautiful creation, size 14x17 inches, the portion forming the pocket being 11x14 inches, into which is fitted a beautiful picture, size 9x12, under glass. The whole is made of hard wood, representing quarter sawed oak with brass corner ornaments. It is guaranteed to please.
The price is.....65c



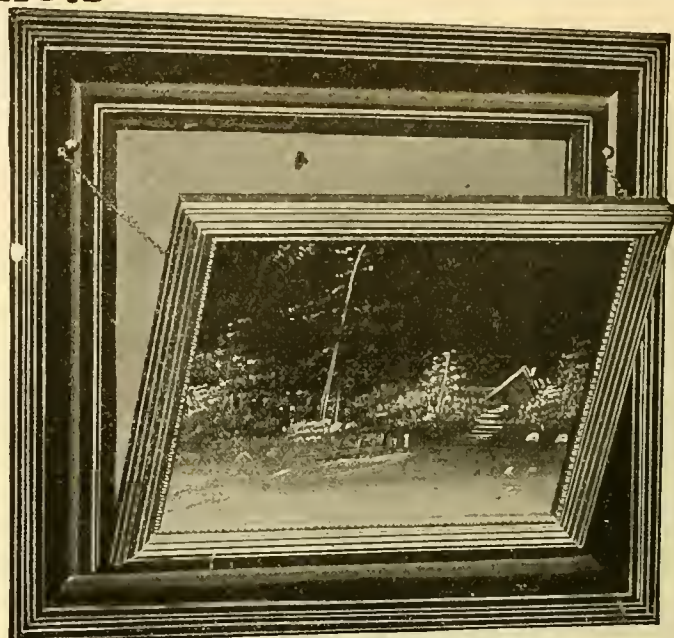
No. 502. Is an entirely new pattern wall pocket designed exclusively for our purpose. From tip to tip the pocket is 20x30, the section forming the pocket proper is 12x20 inches, and into that is fitted a most beautiful dining room picture, size 8x15, under glass. The whole is made of oak "Old Mission." Comes in brown and is an article that sells at a profit.
The price is\$1.25

Wall Pockets

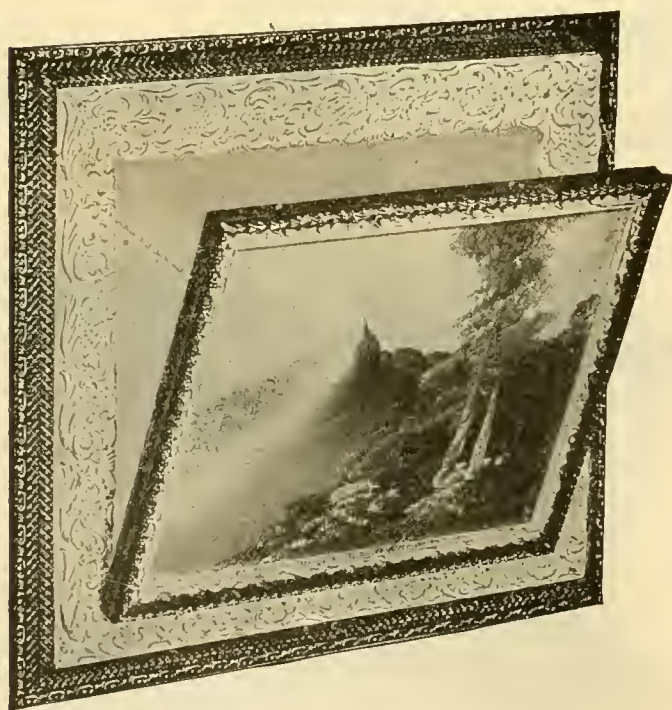


No. 513. An all white, gilt tipped pocket, made of ornamental moulding as shown. The size is 12x14, to which is attached a pocket 9x12, in which is fitted a hard oil painting 8x10. The whole is beautifully decorated, and being pure white with gilt tipped ornaments, gives it a rich appearance. Although an inexpensive pocket it is a big value for the price.

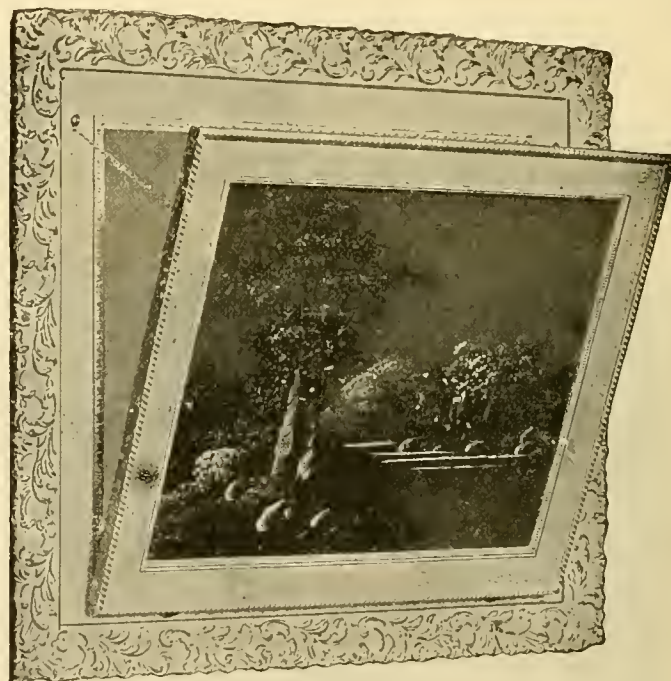
Our low price45c



No. 514. A beautiful imitation mahogany pocket, brilliant moulding, undulated and highly finished. It is 14x16, to which is attached a pocket 10x12, of gilt moulding, reeded and beaded, in which is fitted a hard oil painting 8x10. Much care is taken in selecting a hard oil painting appropriate for a mahogany finish. We can conscientiously say that anyone selecting this pocket will be highly pleased because the combination is good. Our low price60c

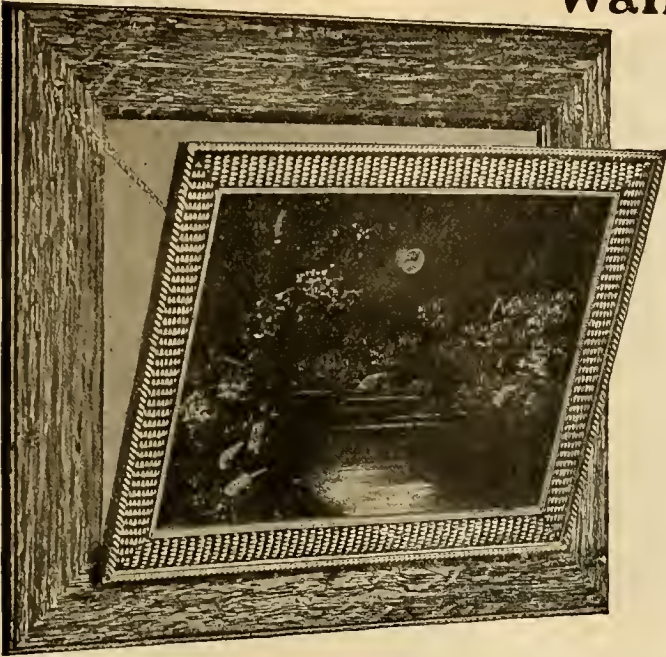


No. 516. This is one of our standard pockets, made for certain trade, and is always a good seller. The size is 17x21, made of 3-inch moulding, beveled and the outer edge ornamented and finished in brown and gilt, followed by an ornamental member finished in pure white with gilt tips. Attached is a pocket 12x15, of one-inch moulding, highly ornamented in brown wood and gilt tips, into which is fitted a hard oil painting, 10x14. We can strongly recommend this pocket for it is a big bargain at the price. Our low price60c



No. 515. This pocket might be justly called the "Pride of the Consolidated." It is indeed the most beautiful thing we list because of the pleasing combination of colors. It is 18x21, the moulding of which is 4 inches wide, ornamented, and the outer edge finished in blue with gilt tips, followed by an undulation checkered all white and that followed by a delicate imitation line, beaded and in gilt. Attached is a pocket 13x16, the moulding of which is 1½ inches wide, carved, the outer edge forming a high line finished in blue with gold or gilt tips, that followed by a checkered section and that by a delicate beaded line. The blending of this pocket is perfect. Fitted into the pocket is a hard oil painting, 11x14, selected to match the finish of the pocket. The whole is a beautiful creation. Price75c

Wall Pockets

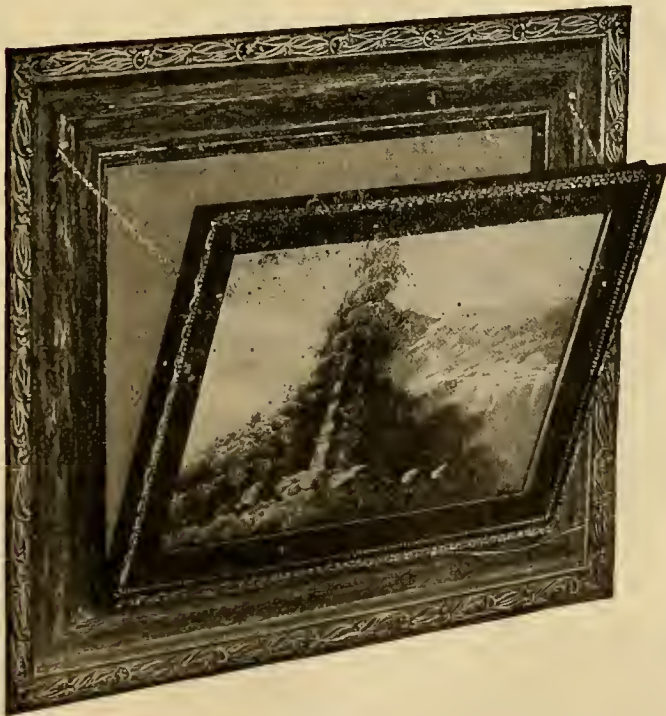


No. 509. This is 17x21, composed of moulding 3 inches wide, which closely imitates quarter-sawed oak. Attached is a pocket 12x16, made of composition moulding, the outer edge of which has a raised beaded, all gilt, ornament and a lining with a small bead, all gilt, the remaining portion of the moulding being white checkered and about $1\frac{1}{4}$ inches wide. The pocket is fitted with a beautiful hard oil painting, 10x14.

The price\$1.00



No. 510. This wall pocket is 15x20, made of imitation oak, to which is fitted a pocket 12x14, in which is fitted a hard oil painting, size 10x13. The finish is that of golden oak; a beautiful pocket well worth the price. The price is\$1.00



No. 512. This is 19x23, made of imitation oak with composition line on outer edge, ornamented, also finished in imitation oak. The pocket is 12x16, made of imitation oak, ornamented on outer edge, in which is fitted a hard oil painting, 10x14. This is a big value for the money, is an elaborate pocket and one that should sell for twice the price asked. Our low price..\$1.25



No. 511. This pocket is a rich brown, made of imitation oak, the outer edge finished in brown with gilt tips. It is 14x16, to which is attached a pocket 9x11, in which is fitted a hard oil painting, 8x10. The moulding forming the pocket proper is imitation quarter-sawed oak. The whole is beautiful. Although not as large as some of the other pockets, it is a big value for the money. Our low price is only.....75c

	8	10	12	14	16	18	20	22	24	26	28	30	32	34	36	38	40	42	44	46	48	50
6	3	4	5	6	7	9	11	13	14	15	17	18	19	21	23	25	28	30	32	33	35	38
8	5	5	6	8	9	11	13	14	15	16	18	19	21	23	25	28	30	32	34	36	38	40
10		7	7	9	11	13	15	16	17	18	20	22	24	26	28	30	32	34	36	38	40	45
12			9	10	12	13	16	17	18	20	22	24	26	28	30	32	34	36	38	40	45	50
14				12	13	15	17	20	22	24	26	30	32	33	36	37	40	45	46	48	52	55
16					16	18	21	23	25	30	32	34	36	38	40	44	48	48	52	57	64	64
18						21	24	29	30	32	36	37	39	42	46	48	52	53	65	66	72	75
20							30	32	34	36	39	42	46	47	52	53	60	64	72	75	75	85
22								33	36	39	42	46	51	54	58	60	72	75	82	85	90	95
24									42	46	51	53	58	60	65	72	75	82	85	90	95	100
26										46	52	58	60	72	75	82	85	90	95	100	105	115
28											60	65	72	75	82	85	90	95	100	110	120	135
30												72	82	85	90	95	100	105	110	120	130	150
32													82	90	96	100	105	110	120	130	150	175
34														96	100	105	110	120	130	150	175	200
36															105	110	120	130	150	175	240	275
38																190	200	220	230	250	275	300
40																	200	230	250	275	300	350
42																		260	295	325	350	400
44																			300	350	400	450
46																				400	450	500
48																					500	600
50																						700

This table shows cost of odd-size glass and back.
For price of regular sizes see page 113.

Table Showing Cost of Odd-Size Mats.

	8	12	16	20	24	28	32	36	40
8	5	7	9	10	15	20	23	30	35
12	7	8	10	12	18	23	28	33	40
16	9	10	12	15	20	25	30	35	42
20	10	10	15	20	25	30	35	40	45
24	15	18	20	25	30	35	40	45	50
28	20	23	25	30	35	40	45	50	55
30	25	28	30	35	40	45	50	55	60

To find the cost of mat take nearest width by
nearest length—follow lines until they meet.



For Odd-Size Glass and Back,
See this table:

Cost of Back Included in Price of Glass.

TABLE SHOWING COST OF ODD-SIZE FRAMES TO BE MADE FROM ANY MOULDING IN THIS BOOK

RULE—To the outside measure of the frame add two feet for waste and ten per cent for joining, multiply by the price of moulding or combination of mouldings. Find the outside measure of a frame by the opposite table: Add the length and width of rabbet or glass measure of frame wanted, thus: 18x22 added makes 40; find 40 in the first left-hand column, trace the figures to the right until you reach width of moulding wanted, and you have the number of feet required for frame.

EXAMPLE:

A 20x24 frame, made of 3-inch moulding at 12 cents per foot. 20+24=44; opposite 44 in the table, and in column headed 3-inch, we find9½ feet Add for waste.....2 feet

11½ feet

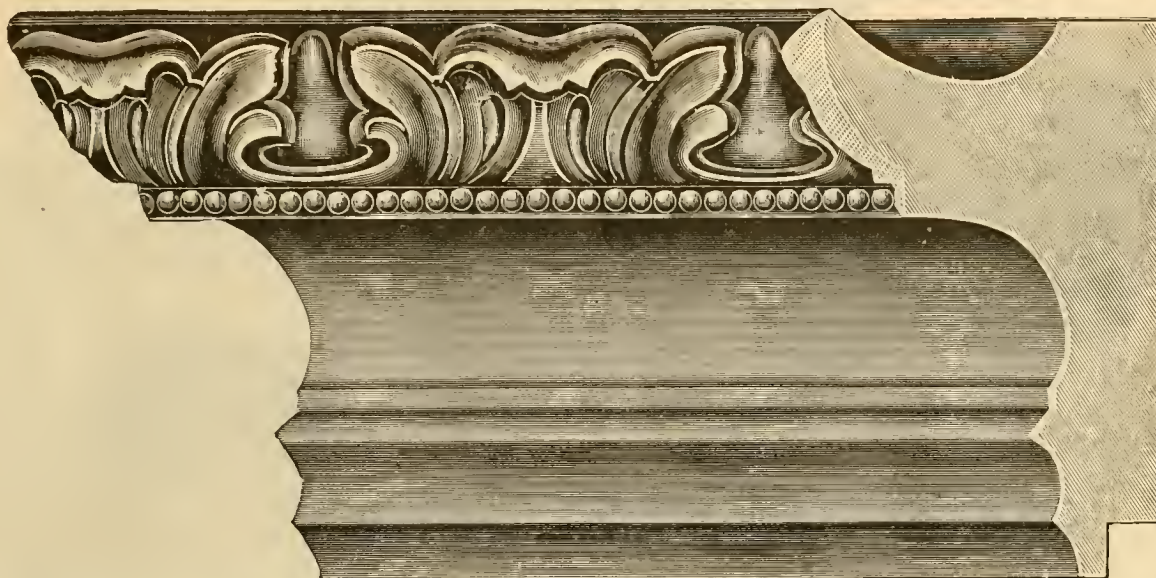
Add 10% for joining... 1 foot

Total..... 12½ feet

Which, multiplied by the price per foot gives us \$1.43 as the cost of the frame.

	1 in.	1½ in.	2 in.	2½ in.	3 in.	3½ in.	4 in.	4½ in.	5 in.	5½ in.	6 in.	6½ in.	7 in.
14	3	3½	3¾	4	4½	4¾	5	5½	5¾	6	6½	6¾	7
16	3½	3¾	4	4½	4¾	5	5½	5¾	6	6½	6¾	7	7½
18	3¾	4	4½	4¾	5	5½	5¾	6	6½	6¾	7	7½	7¾
20	4	4½	4¾	5	5½	5¾	6	6½	6¾	7	7½	7¾	8
22	4½	4¾	5	5½	5¾	6	6½	6¾	7	7½	7¾	8	8½
24	4¾	5	5½	5¾	6	6½	6¾	7	7½	7¾	8	8½	8¾
26	5	5½	5¾	6	6½	6¾	7	7½	7¾	8	8½	8¾	9
28	5½	5¾	6	6½	6¾	7	7½	7¾	8	8½	8¾	9	9½
30	5¾	6	6½	5¾	7	7½	7¾	8	8½	8¾	9	9½	9¾
32	6	6½	6¾	7	7½	7¾	8	8½	8¾	9	9½	9¾	10
34	6½	6¾	7	7½	7¾	8	8½	8¾	9	9½	9¾	10	10½
36	6¾	7	7½	7¾	8	8½	8¾	9	9½	9¾	10	10½	10¾
38	7	7½	7¾	8	8½	8¾	9	9½	9¾	10	10½	10¾	11
40	7½	7¾	8	8½	8¾	9	9½	9¾	10	10½	10¾	11	11½
42	7¾	8	8½	8¾	9	9½	9¾	10	10½	10¾	11	11½	11¾
44	8	8½	8¾	9	9½	9¾	10	10½	10¾	11	11½	11¾	12
46	8½	8¾	9	9½	9¾	10	10½	10¾	11	11½	11¾	12	12½
48	8¾	9	9½	9¾	10	10½	10¾	11	11½	11¾	12	12½	12¾
50	9	9½	9¾	10	10½	10¾	11	11½	11¾	12	12½	12¾	13
52	9½	9¾	10	10½	10¾	11	11½	11¾	12	12½	12¾	13	13½
54	9¾	10	10½	10¾	11	11½	11¾	12	12½	12¾	13	13½	13¾
56	10	10½	10¾	11	11½	11¾	12	12½	12¾	13	13½	13¾	14
58	10½	10¾	11	11½	11¾	12	12½	12¾	13	13½	13¾	14	14½
60	10¾	11	11½	11¾	12	12½	12¾	13	13½	13¾	14	14½	14¾
62	11	11½	11¾	12	12½	12¾	13	13½	13¾	14	14½	14¾	15
64	11½	11¾	12	12½	12¾	13	13½	13¾	14	14½	14¾	15	15½
66	11¾	12	12½	12¾	13	13½	13¾	14	14½	14¾	15	15½	15¾
68	12	12½	12¾	13	13½	13¾	14	14½	14¾	15	15½	15¾	16
70	12½	12¾	13	13½	13¾	14	14½	14¾	15	15½	15¾	16	16½
72	12¾	13	13½	13¾	14	14½	14¾	15	15½	15¾	16	16½	16¾
74	13	13½	13¾	14	14½	14¾	15	15½	15¾	16	16½	16¾	17
76	13½	13¾	14	14½	14¾	15	15½	15¾	16	16½	16¾	17	17½
78	13¾	14	14½	14¾	15	15½	15¾	16	16½	16¾	17	17½	17¾
80	14	14½	14¾	15	15½	15¾	16	16½	16¾	17	17½	17¾	18
82	14½	14¾	15	15½	15¾	16	16½	16¾	17	17½	17¾	18	18½
84	14¾	15	15½	15¾	16	16½	16¾	17	17½	17¾	18	18½	18¾
86	15	15½	15¾	16	16½	16¾	17	17½	17¾	18	18½	18¾	19

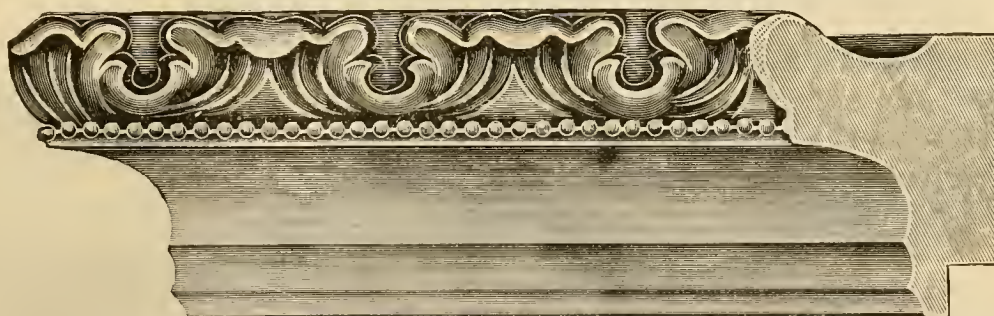
High Back Gilt Mouldings



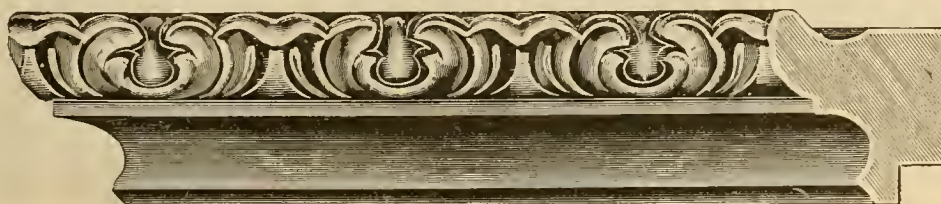
- No. 200. 3 inch, gilt bronze, one burnished hollow. Price per 100 feet\$11.30 Price when cut, per foot24
 No. 201. 3 inch, oxidized silver bronze, one gilt burnished hollow. Price per 100 feet..... 11.30 Price when cut, per foot24
 No. 202. 3 inch, best lacquered gilt, one burnished hollow. Price per 100 feet 21.80 Price when cut, per foot44



- No. 203. 2 inch, gilt bronze, one burnished hollow. Price per 100 feet\$8.30 Price when cut, per foot18
 No. 204. 2 inch, oxidized silver bronze, one gilt burnished hollow. Price per 100 feet 8.30 Price when cut, per foot18
 No. 205. 2 inch best lacquered gilt, one burnished hollow. Price per 100 feet 14.30 Price when cut, per foot30

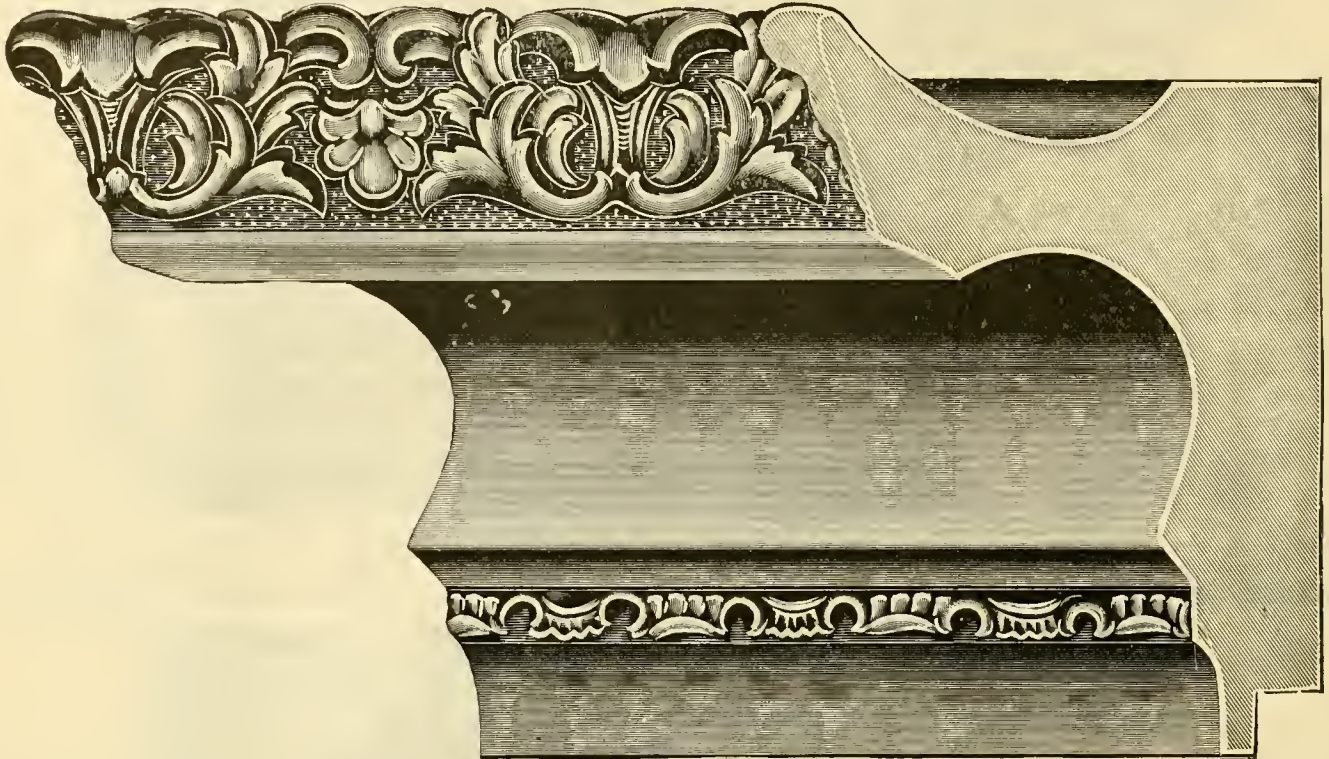


- No. 206. 1½ inch, gilt bronze, one burnished hollow. Price per 100 feet\$6.70 Price when cut, per foot14
 No. 207. 1½ inch, oxidized silver bronze, one gilt burnished hollow. Price per 100 feet... 6.70 Price when cut, per foot14
 No. 208. 1½ inch, best lacquered gilt, one burnished hollow. Price per 100 feet 11.30 Price when cut, per foot24

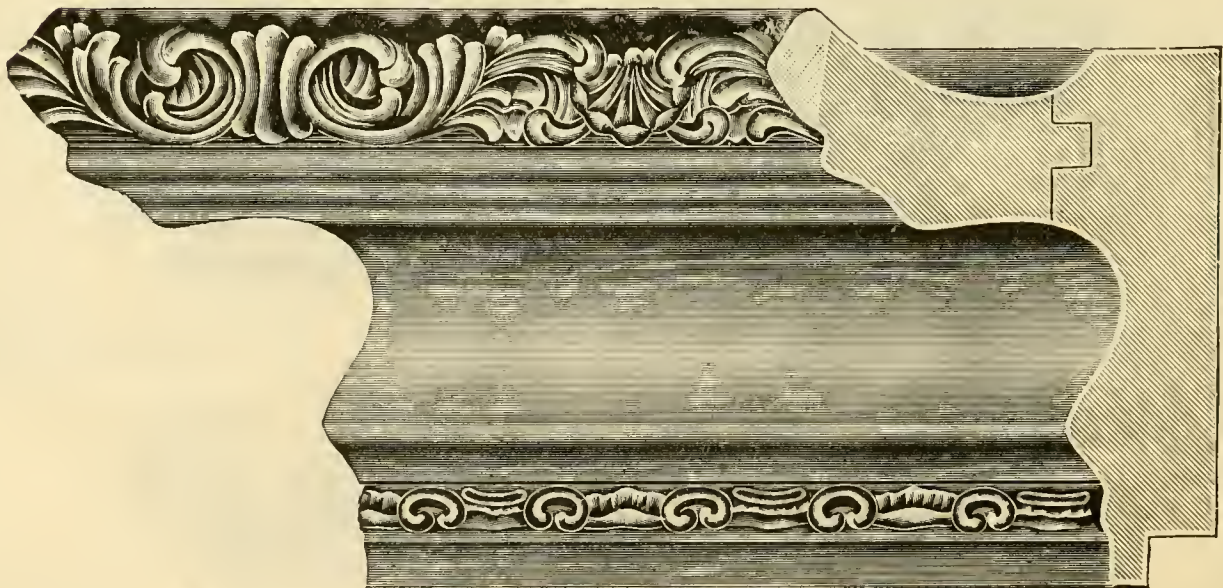


- No. 209. 1 inch, gilt bronze, front, hollow burnish. Price per 100 feet\$4.50 Price when cut, per foot10
 No. 210. 1 inch, oxidized silver bronze, front hollow gilt burnish. Price per 100 feet 4.50 Price when cut, per foot10
 No. 211. 1 inch, best lacquered gilt, front hollow burnish. Price per 100 feet 8.30 Price when cut, per foot18

High Back Gilt Mouldings



- | | | |
|-----------------|---|---------|
| No. 212. | 4 inch, gilt bronze, two burnished hollows. Price per 100 feet | \$18.00 |
| | Price when cut for frames, per foot | .36 |
| No. 213. | 4 inch, best lacquered gilt, two burnished hollows. Price per 100 feet..... | 27.00 |
| | Price when cut for frames, per foot | .54 |



- | | | |
|-----------------|---|---------|
| No. 214. | 3 inch, gilt bronze, two burnished lines. Price per 100 feet..... | \$13.20 |
| | Price when cut for frames, per foot | .28 |

High Back Gilt Mouldings



- No. 215. 2½ inch, gilt bronze, one burnished hollow. Price per 100 feet\$11.20
 Price when cut for frames, per foot24
 No. 216. 2½ inch, best lacquered gilt, one burnished hollow. Price per 100 feet\$18.00
 Price when cut for frames, per foot36

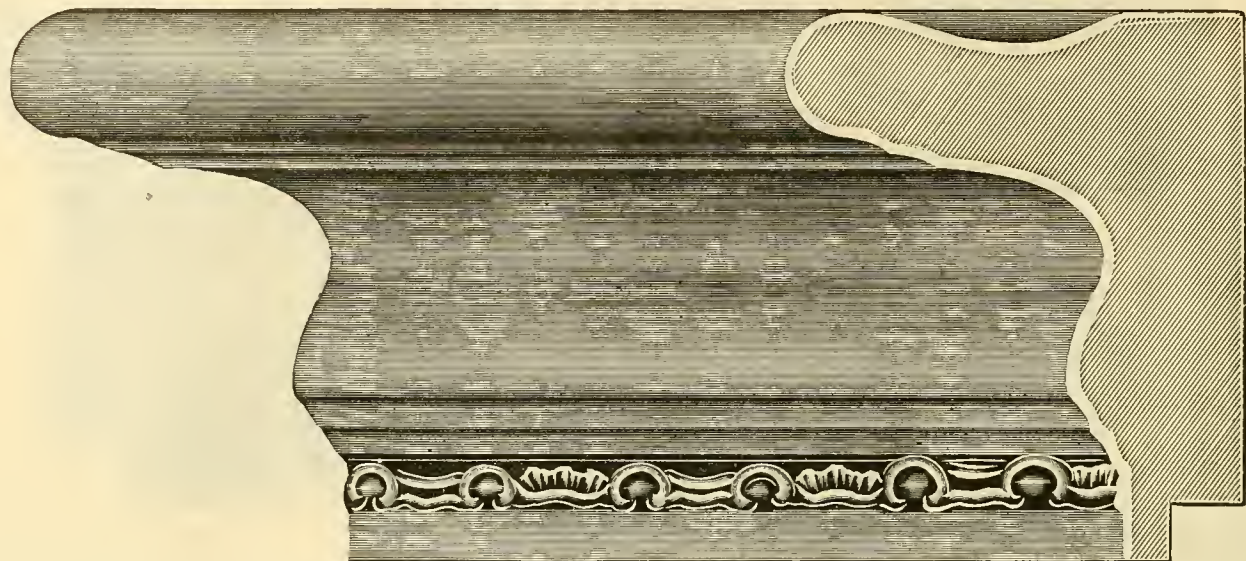


- No. 217. 2 inch, gilt bronze, one burnished hollow. Price per 100 feet\$7.80
 Price when cut for frames, per foot15
 No. 218. 2 inch, green bronze, gilt ornaments, one gilt burnished hollow. Price per 100 feet\$7.80
 Price when cut for frames, per foot15



- No. 219. 1½ inch, gilt bronze, one burnished hollow. Price per 100 feet\$6.30
 Price when cut for frames, per foot14
 No. 220. 1½ inch, green bronze, gilt ornaments, one burnished hollow. Price per 100 feet\$6.30
 Price when cut for frames, per foot14

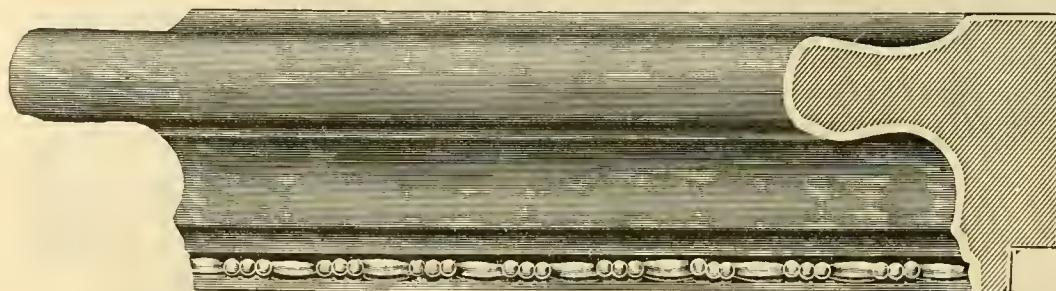
High Back Gilt Mouldings



- No. 221. 3 inch, gilt bronze, two burnished hollows. Price per 100 feet\$13.20
 Price when cut for frames, per foot28
- No. 222. 3 inch, best lacquered gilt, two burnished hollows. Price per 100 feet\$21.80
 Price when cut for frames, per foot44



- No. 223. 2 inch, gilt bronze, two burnished lines. Price per 100 feet\$9.80
 Price when cut for frames, per foot20
- No. 224. 2 inch, best lacquered gilt, two burnished lines. Price per 100 feet\$14.30
 Price when cut for frames, per foot30



- No. 225. 1½ inch, gilt bronze, two burnished lines. Price per 100 feet\$7.80
 Price when cut for frames, per foot16
- No. 226. 1½ inch, best lacquered gilt, two burnished lines. Price per 100 feet\$11.50
 Price when cut for frames, per foot24

Plain Gilt and Ebony Mouldings



No. 227. 3 inch, gilt bronze. Price per 100 feet\$5.00
Price when cut for frames, per foot10

No. 228. 3 inch, ebony. Price per 100 feet.....\$5.00
Price when cut for frames, per foot10



No. 229. 2 inch, gilt bronze. Price per 100 feet.....\$3.30
Price when cut for frames, per foot08

No. 230. 2 inch, ebony. Price per 100 feet\$3.30
Price when cut for frames, per foot08



No. 231. 1½ inch gilt bronze. Price per 100 feet.....\$2.60
Price when cut for frames, per foot06

No. 232. 1½ inch, ebony. Price per 100 feet.....\$2.60
Price when cut for frames, per foot06



No. 233. 1 inch, gilt bronze. Price per 100 feet.....\$1.80
Price when cut for frames, per foot..... .04

No. 234. 1 inch, ebony. Price per 100 feet.....\$1.80
Price when cut for frames, per foot..... .04

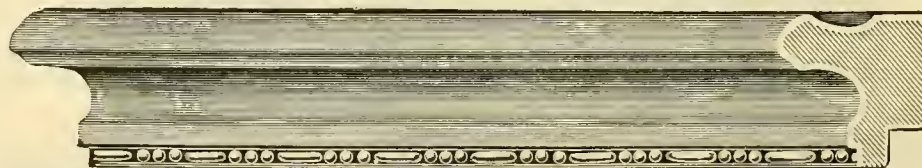
Gilt, Green and Black Mouldings



- No. 235. 1½ inch, gilt, bronze, one burnished line. Price per 100 feet\$4.90
 Price when cut for frames, per foot..... .10
 No. 236. 1½ inch, best lacquered gilt, one burnished line. Price per 100 feet\$9.00
 Price when cut for frames, per foot..... .18



- No. 237. 1 inch, gilt bronze, one burnished line. Price per 100 feet\$3.40
 Price when cut for frames, per foot..... .08
 No. 238. 1 inch, green bronze, gilt ornaments, one burnished line. Price per 100 feet\$3.40
 Price when cut for frames, per foot..... .08
 No. 239. 1 inch, silver bronze, gilt ornaments, one burnished line. Price per 100 feet\$3.40
 Price when cut for frames, per foot..... .08
 No. 240. 1 inch, dead black, gilt ornaments, one burnished line. Price per 100 feet\$3.40
 Price when cut for frames, per foot..... .08



- No. 241. ¾ inch, gilt bronze, one burnished line. Price per 100 feet\$4.50
 Price when cut for frames, per foot..... .10
 No. 242. ¾ inch, dead black, gilt ornaments, one burnished line. Price per 100 feet\$4.50
 Price when cut for frames, per foot..... .10

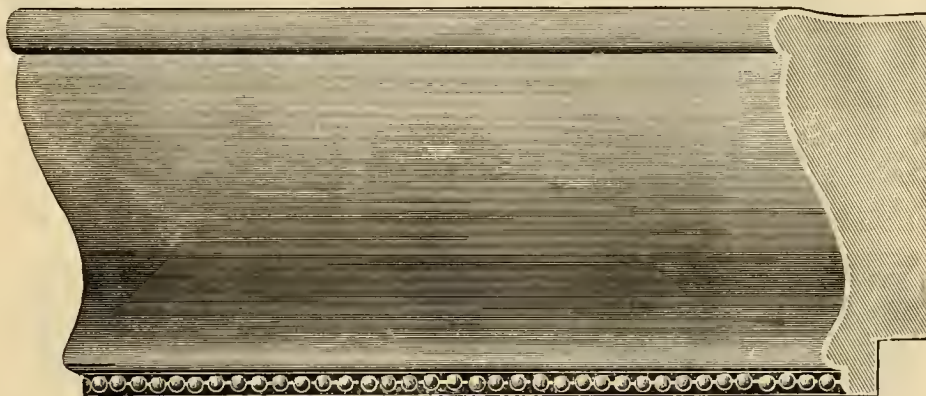


- No. 243. 1 inch, gilt bronze, bored, no burnish. Price per 100 feet\$3.30
 Price when cut for frames, per foot..... .08
 No. 244. 1 inch, gilt bronze, bored, one burnished line. Price per 100 feet\$4.50
 Price when cut for frames, per foot..... .10

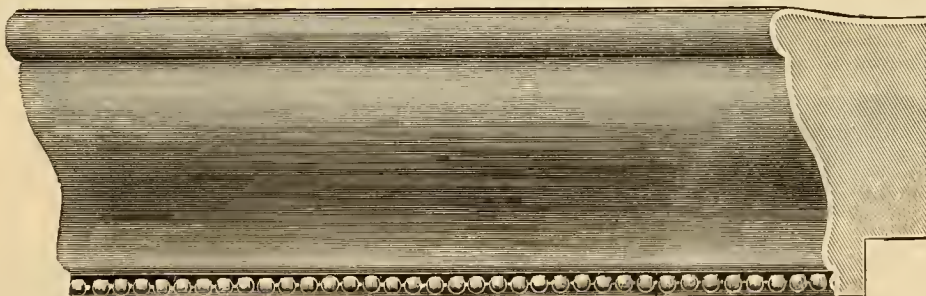
Gilt Mouldings



- No. 245. 3 inch, gilt bronze, one burnished line. Price per 100 feet.....\$7.50
 Price when cut for frames, per foot......16



- No. 246. 2 inch, gilt bronze. Price per 100 feet.....\$4.50
 Price when cut for frames, per foot......10
 No. 247. 2 inch, dead black, gilt ornaments. Price per 100 feet.....\$4.50
 Price when cut for frames, per foot......10



- No. 248. 1½ inch, gilt bronze. Price per 100 feet.....\$3.80
 Price when cut for frames, per foot......08
 No. 249. 1½ inch, dead black, gilt ornaments. Price per 100 feet.....\$3.80
 Price when cut for frames, per foot......08

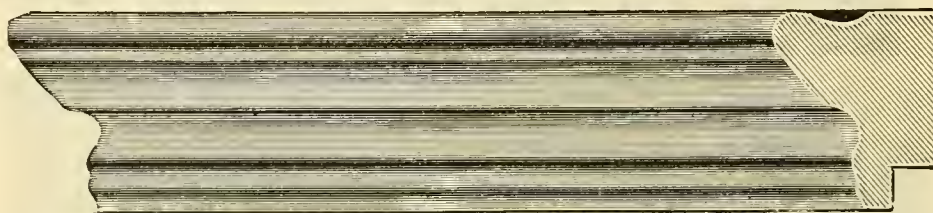


- No. 250. 1 inch, gilt bronze. Price per 100 feet.....\$3.00
 Price when cut for frames, per foot......06
 No. 251. 1 inch, dead black, gilt ornaments. Price per 100 feet.....\$3.00
 Price when cut for frames, per foot......06

Gilt, Green, Silver, Black and White Mouldings



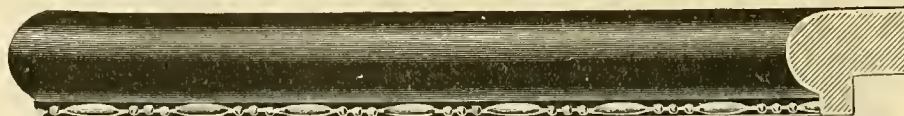
No. 252.	1½ inch, gilt bronze. Price per 100 feet.....	\$3.30
	Price when cut for frames, per foot.....	.08
No. 253.	1½ inch, dead black, gilt burnished line. Price per 100 feet	3.30
	Price when cut for frames, per foot.....	.08
No. 254.	1½ inch, best lacquered gilt, two burnished lines. Price per 100 feet.....	8.30
	Price when cut for frames, per foot.....	.18



No. 255.	1 inch, gilt bronze. Price per 100 feet.....	\$2.70
	Price when cut for frames, per foot.....	.06
No. 256.	1 inch, dead black, gilt burnished line. Price per 100 feet.....	\$2.70
	Price when cut for frames, per foot.....	.06
No. 257.	1 inch, best lacquered gilt, two burnished lines. Price per 100 feet.....	\$6.00
	Price when cut for frames, per foot.....	.12



No. 258.	1 inch, gilt bronze. Price per 100 feet.....	\$2.70
	Price when cut for frames, per foot.....	.06
No. 260.	1 inch, polished white, gilt ornaments. Price per 100 feet.....	\$2.70
	Price when cut for frames, per foot.....	.06
No. 259.	1 inch, dead black with gilt buds. Price per 100 feet.....	\$3.00
	Price when cut for frames, per foot.....	.06



No. 261.	½ inch, gilt bronze. Price per 100 feet.....	\$2.40
	Price when cut for frames, per foot.....	.06
No. 262.	½ inch, silver bronze, gilt ornaments. Price per 100 feet.....	\$2.40
	Price when cut for frames, per foot.....	.06
No. 263.	½ inch, green bronze, gilt ornaments. Price per 100 feet.....	\$2.40
	Price when cut for frames, per foot.....	.06
No. 264.	½ inch, polished white, gilt ornaments. Price per 100 feet.....	\$2.40
	Price when cut for frames, per foot.....	.06
No. 265.	½ inch, dead black, gilt ornaments. Price per 100 feet.....	\$2.40
	Price when cut for frames, per foot.....	.06



No. 266.	½ inch, gilt bronze. Price per 100 feet.....	\$2.60
	Price when cut for frames, per foot.....	.06
No. 267.	½ inch, oxidized silver bronze. Price per 100 feet.....	\$2.60
	Price when cut for frames, per foot.....	.06

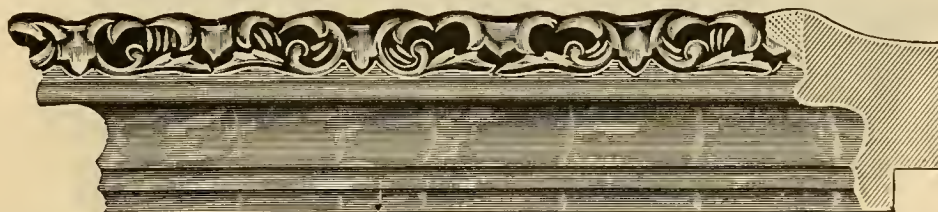
Assorted Onyx Finished Mouldings



- No. 268. 1½ inch, onyx green, gilt bronze, one burnished line. Price per 100 feet.....\$5.30
 Price when cut for frames, per foot..... .12
- No. 269. 1½ inch, onyx red, gilt bronze, one burnished line. Price per 100 feet.....\$5.30
 Price when cut for frames, per foot..... .12



- No. 270. 1½ inch, onyx green, gilt bronze, three burnished lines. Price per 100 feet.....\$5.30
 Price when cut for frames, per foot..... .12
- No. 271. 1½ inch, onyx red, gilt bronze, three burnished lines. Price per 100 feet.....\$5.30
 Price when cut for frames, per foot..... .12
- No. 272. 1½ inch, onyx brown, gilt bronze, three burnished lines. Price per 100 feet.....\$5.30
 Price when cut for frames, per foot..... .12



- No. 273. 1 inch, onyx brown, gilt ornaments, one burnished line. Price per 100 feet.....\$3.40
 Price when cut for frames, per foot..... .08
- No. 274. 1 inch, onyx green, gilt ornaments, one burnished line. Price per 100 feet.....\$3.40
 Price when cut for frames, per foot..... .08
- No. 275. 1 inch, onyx red, gilt ornaments, one burnished line. Price per 100 feet.....\$3.40
 Price when cut for frames, per foot..... .08

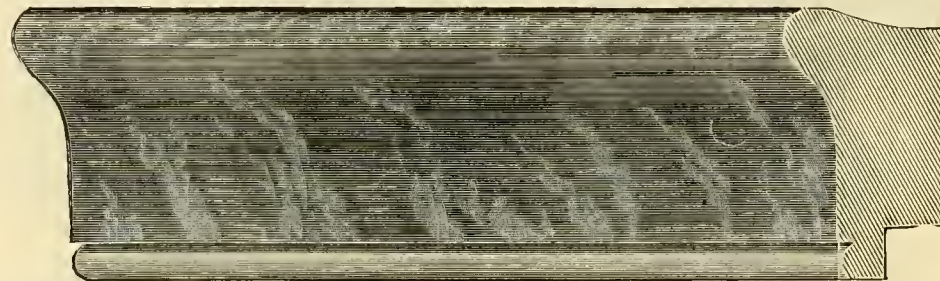


- No. 276. ½ inch, oxidized burnished copper. Price per 100 feet.....\$2.10
 Price when cut for frames, per foot..... .06
- No. 277. ½ inch, oxidized burnished steel. Price per 100 feet.....\$2.10
 Price when cut for frames, per foot..... .06

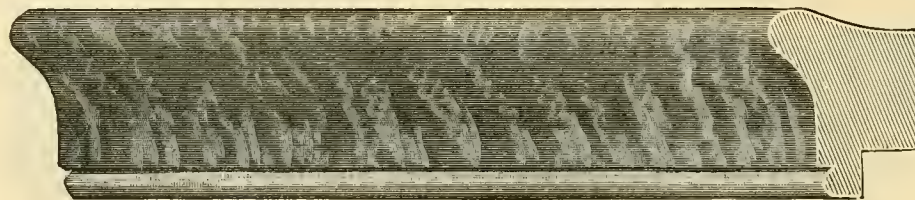
Imitation Walnut and Rosewood Mouldings



- No. 278. 2 inch, imitation walnut, gilt bead inside. Price per 100 feet\$6.00
 Price when cut for frames, per foot..... .12
- No. 279. 2 inch, imitation rosewood, gilt bead inside. Price per 100 feet\$6.00
 Price when cut for frames, per foot..... .12



- No. 280. 1½ inch, imitation walnut, gilt bead inside. Price per 100 feet\$4.50
 Price when cut for frames, per foot..... .10
- No. 281. 1½ inch, imitation rosewood, gilt bead inside. Price per 100 feet\$4.50
 Price when cut for frames, per foot..... .10



- No. 282. 1 inch, imitation walnut, gilt bead inside. Price per 100 feet\$3.00
 Price when cut for frames, per foot..... .06
- No. 283. 1 inch, imitation rosewood, gilt bead inside. Price per 100 feet\$3.00
 Price when cut for frames, per foot..... .06



- No. 284. ½ inch, dead black oak. Price per 100 feet.....\$1.40
 Price when cut for frames, per foot..... .04
- No. 285. ½ inch, dead brown oak. Price per 100 feet.....\$1.40
 Price when cut for frames, per foot..... .04

Imitation High Back Oak Mouldings



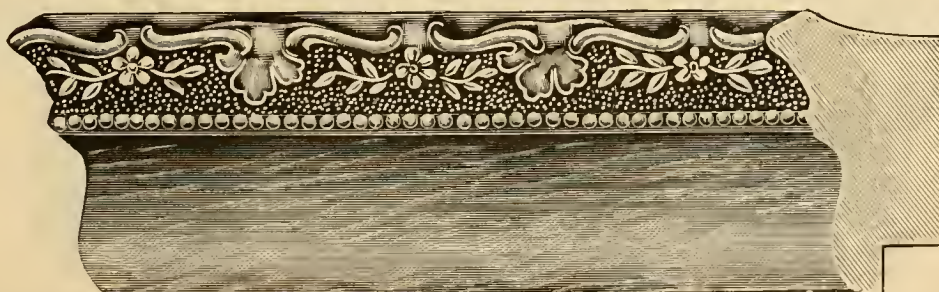
- No. 286. 3 inch, imitation oak. Price per 100 feet.....\$7.20
 Price when cut for frames, per foot......16
 No. 287. 2 inch, imitation oak. Price per 100 feet.....\$6.40
 Price when cut for frames, per foot......14



- No. 288. 1½ inch, imitation oak. Price per 100 feet.....\$5.60
 Price when cut for frames, per foot......12



- No. 289. 2 inch, imitation oak. Price per 100 feet.....\$4.50
 Price when cut for frames, per foot......10



- No. 290. 1½ inch, imitation oak. Price per 100 feet.....\$3.80
 Price when cut for frames, per foot......08

Imitation and Genuine Oak Mouldings



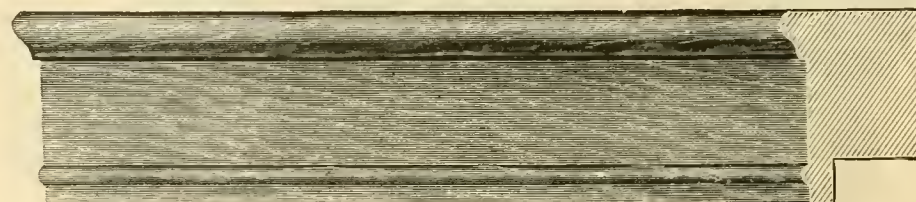
No. 291.	3 inch, imitation oak.	Price per 100 feet.....	\$4.70	Price when cut for frames, per foot.....	.10
No. 292.	2 inch, imitation oak.	Price per 100 feet.....	\$3.20	Price when cut for frames, per foot.....	.08
No. 293.	1½ inch, imitation oak.	Price per 100 feet.....	\$2.40	Price when cut for frames, per foot.....	.06
No. 294.	1 inch, imitation oak.	Price per 100 feet.....	\$1.60	Price when cut for frames, per foot.....	.04



No. 295.	2 inch, polished and rubbed golden oak.	Price per 100 feet	\$3.60	Price when cut for frames, per foot.....	.08
No. 296.	2 inch, dead black oak.	Price per 100 feet.....	\$3.60	Price when cut for frames, per foot.....	.08
No. 297.	2 inch, dead brown oak.	Price per 100 feet.....	\$3.60	Price when cut for frames, per foot.....	.08



No. 298.	1½ inch, polished and rubbed golden oak.	Price per 100 feet ...	\$2.70	Price when cut for frames, per foot.....	.06
No. 299.	1½ inch, dead black oak.	Price per 100 feet.....	\$2.70	Price when cut for frames, per foot.....	.06
No. 300.	1½ inch, dead brown oak.	Price per 100 feet.....	\$2.70	Price when cut for frames, per foot.....	.06



No. 301.	1 inch, polished and rubbed golden oak.	Price per 100.....	\$2.00	Price when cut for frames, per foot.....	.04
No. 302.	1 inch, dead black oak.	Price per 100 feet.....	\$1.80	Price when cut for frames, per foot.....	.04
No. 303.	1 inch, dead brown oak.	Price per 100 feet.....	\$1.80	Price when cut for frames, per foot.....	.04

Imitation Cross Grain Veneer, Walnut Mouldings



- No. 304. 2 inch, polished and rubbed cross grain walnut. Price per 100 feet.....\$5.40
 Price when cut for frames, per foot..... .12



- No. 305. 1½ inch, polished and rubbed cross grain walnut. Price per 100 feet.....\$5.00
 Price when cut for frames, per foot..... .10



- No. 306. 1 inch, polished and rubbed cross grain walnut. Price per 100 feet.....\$2.70
 Price when cut for frames, per foot..... .06

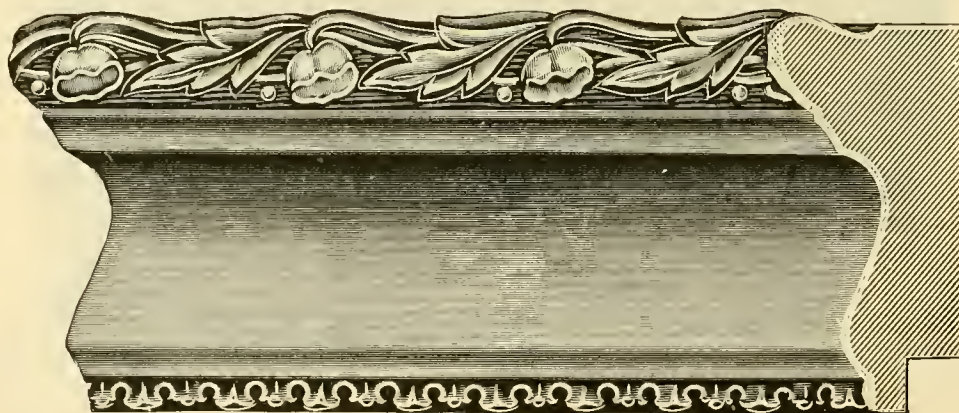


- No. 307. ½ inch, polished and rubbed cross grain walnut. Price per 100 feet.....\$2.30
 Price when cut for frames, per foot..... .06

Gilt, Black and Brown Mouldings



- No. 308. 3 inch, gilt bronze, one burnished line. Price per 100 feet\$8.30
 Price when cut for frames, per foot......18
 No. 309. 3 inch., dead black, gilt ornaments, one burnished line. Price per 100 feet.....\$8.30
 Price when cut for frames, per foot......18



- No. 310. 2 inch, gilt bronze, two burnished lines. Price per 100 feet\$7.50
 Price when cut for frames, per foot......16
 No. 311. 2 inch, dead brown, gilt tipped ornaments. Price per 100 feet\$6.80
 Price when cut for frames, per foot......14

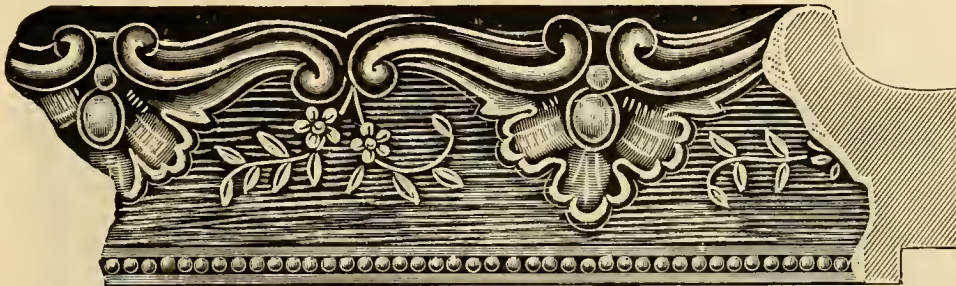


- No. 312. 2 inch, gilt bronze. Price per 100 feet.....\$3.80
 Price when cut for frames, per foot......08
 No. 313. 2 inch, brown imitation oak. Price per 100 feet.....\$3.80
 Price when cut for frames, per foot......08

Assorted Finish Mouldings



- No. 314. 2 inch, gilt bronze. Price per 100 feet.....\$3.40
 Price when cut for frames, per foot..... .08
 No. 315. 2 inch, white and green shade, gilt tipped. Price per 100 feet\$3.40
 Price when cut for frames, per foot..... .08
 No. 316. 2 inch, white and blue shade, gilt tipped. Price per 100 feet\$3.40
 Price when cut for frames, per foot..... .08
 No. 317. 2 inch, white and pink shade, gilt tipped. Price per 100 feet\$3.40
 Price when cut for frames, per foot..... .08



- No. 318. 1½ inch, gilt bronze. Price per 100 feet.....\$2.60
 Price when cut for frames, per foot..... .06
 No. 319. 1½ inch, white and green shade, gilt tipped. Price per 100 feet\$2.60
 Price when cut for frames, per foot..... .06
 No. 320. 1½ inch, white and blue shade, gilt tipped. Price per 100 feet\$2.60
 Price when cut for frames, per foot..... .06
 No. 321. 1½ inch, white and pink shade, gilt tipped. Price per 100 feet\$2.60
 Price when cut for frames, per foot..... .06



- No. 322. 1 inch, gilt bronze. Price per 100 feet.....\$1.80
 Price when cut for frames, per foot..... .04
 No. 323. 1 inch, white and green shade, gilt tipped. Price per 100 feet\$1.80
 Price when cut for frames, per foot..... .04
 No. 324. 1 inch, white and blue shade, gilt tipped. Price per 100 feet\$1.80
 Price when cut for frames, per foot..... .04
 No. 325. 1 inch, white and pink shade, gilt tipped. Price per 100 feet\$1.80
 Price when cut for frames, per foot..... .04



- No. 326. ½ inch, gilt bronze. Price per 100 feet.....\$1.80
 Price when cut for frames, per foot..... .04
 No. 327. ½ inch, white and green shade, gilt tipped. Price per 100 feet\$1.80
 Price when cut for frames, per foot..... .04
 No. 328. ½ inch, white and blue shade, gilt tipped. Price per 100 feet\$1.80
 Price when cut for frames, per foot..... .04
 No. 329. ½ inch, white and pink shade, gilt tipped. Price per 100 feet\$1.80
 Price when cut for frames, per foot..... .04

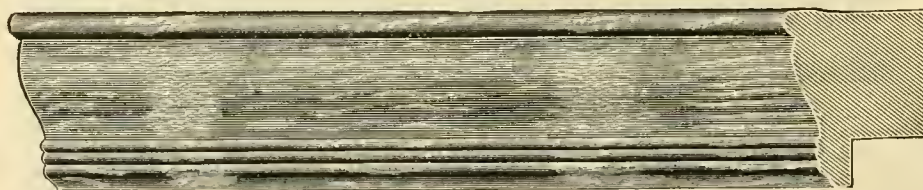
Dead Blacks on Soft Wood



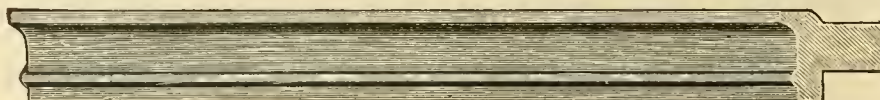
No. 330. 2 inch, dead black on soft wood. Price per 100 feet.....\$3.30
 Price when cut for frames, per foot..... .08



No. 331. 1½ inch, dead black on soft wood. Price per 100 feet.....\$2.50
 Price when cut for frames, per foot..... .06



No. 332. 1 inch, dead black on soft wood. Price per 100 feet.....\$1.80
 Price when cut for frames, per foot..... .04

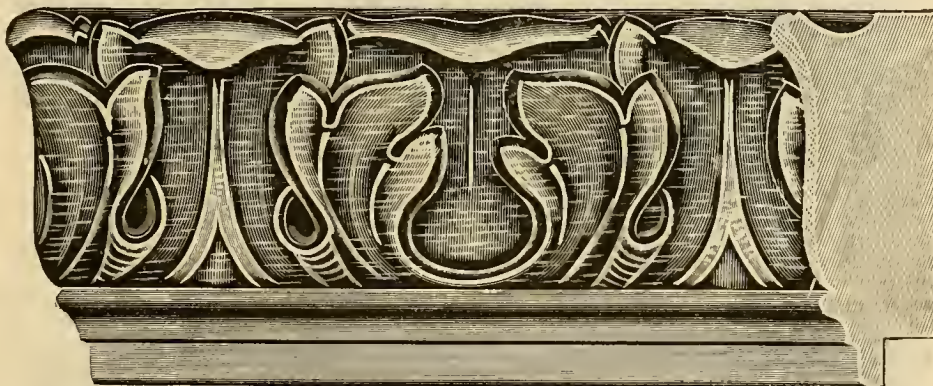


No. 333. ½ inch, dead black on soft wood. Price per 100 feet.....\$1.50
 Price when cut for frames, per foot..... .04

Imitation Brown Carved Oak Mouldings



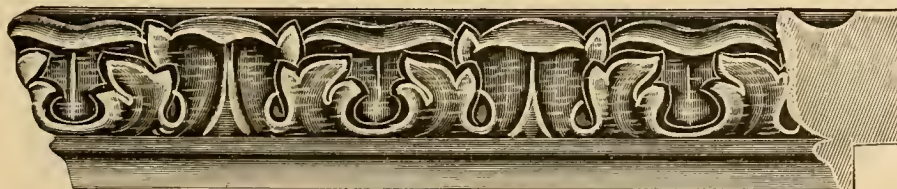
- No. 334. 3 inch, imitation brown carved oak. Price per 100 feet.....\$6.80
 Price when cut for frames, per foot......14



- No. 335. 2 inch, imitation brown carved oak. Price per 100 feet.....\$4.50
 Price when cut for frames, per foot......10

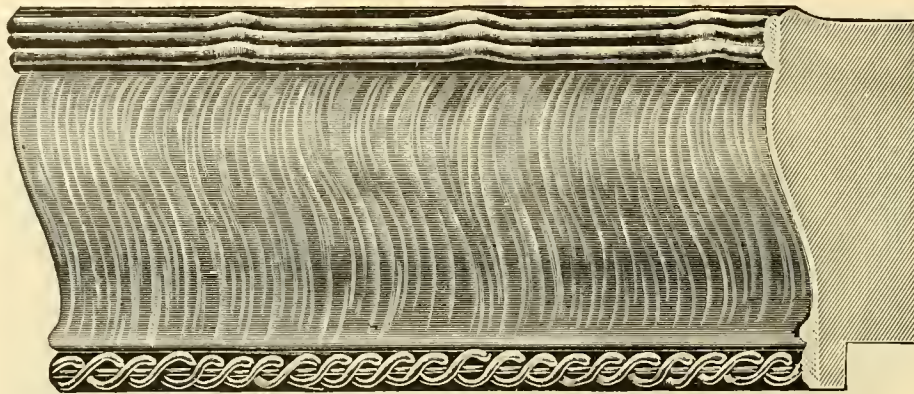


- No. 336. 1½ inch, imitation brown carved oak. Price per 100 feet.....\$3.80
 Price when cut for frames, per foot......08

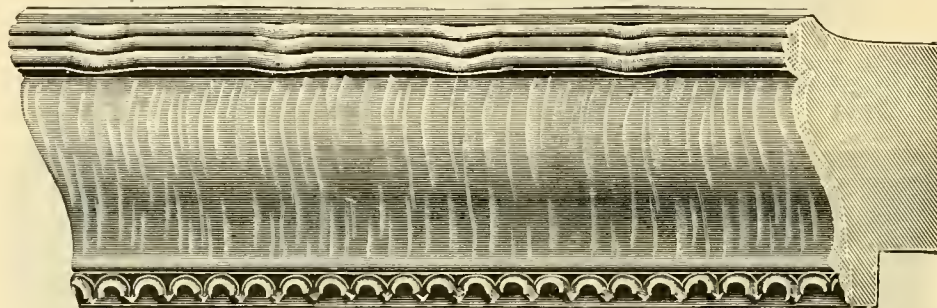


- No. 337. 1 inch, imitation brown carved oak. Price per 100 feet.....\$3.00
 Price when cut for frames, per foot......06

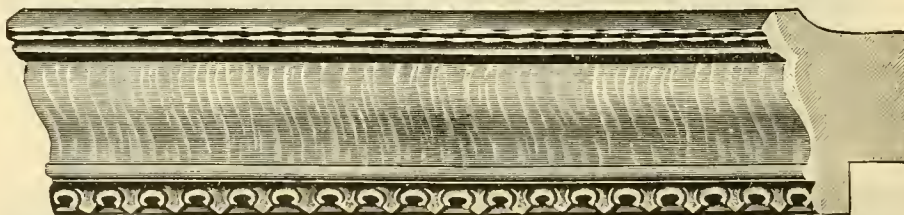
Assorted Finishes



- No. 338. 2 inch best leaf gilt. Price per 100 feet.....\$4.50
 Price when cut for frames, per foot......10
 No. 339. 2 inch gilt bronze. Price per 100 feet.....\$3.60
 Price when cut for frames, per foot......08
 No. 340. 2 inch, silver bronze front, black shaded back. Price per 100 feet.....\$3.60
 Price when cut for frames, per foot......08



- No. 341. 1½ inch, best leaf gilt. Price per 100 feet.....\$3.40
 Price when cut for frames, per foot......08
 No. 342. 1½ inch, gilt bronze. Price per 100 feet.....\$2.70
 Price when cut for frames, per foot......06
 No. 343. 1½ inch, silver bronze front, black shaded back. Price per 100 feet.....\$2.70
 Price when cut for frames, per foot......06



- No. 344. 1 inch, best leaf gilt. Price per 100 feet.....\$2.20
 Price when cut for frames, per foot......06
 No. 345. 1 inch, gilt bronze. Price per 100 feet.....\$1.80
 Price when cut for frames, per foot......04
 No. 346. 1 inch, silver bronze front, black shaded back. Price per 100 feet.....\$1.80
 Price when cut for frames, per foot......04



- No. 347. ¾ inch, old gold effect. Price per 100 feet.....\$2.20
 Price when cut for frames, per foot......06
 No. 348. ¾ inch, gilt bronze. Price per 100 feet.....\$1.80
 Price when cut for frames, per foot......04



- No. 349. ½ inch, old gold effect. Price per 100 feet.....\$2.00
 Price when cut for frames, per foot......04
 No. 350. ½ inch, gilt bronze. Price per 100 feet.....\$1.60
 Price when cut for frames, per foot......04

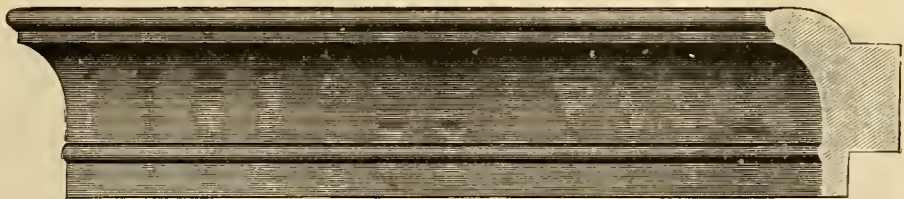
Extra Quality. Ebony and Walnut Mouldings



- No. 351. 2 inch, polished and rubbed walnut. Price per 100 feet.....\$4.50
Price when cut for frames, per foot......10
- No. 352. 2 inch, dead bone ebony. Price per 100 feet.....\$3.60
Price when cut for frames, per foot......08



- No. 353. 1½ inch, polished and rubbed walnut. Price per 100 feet.....\$3.40
Price when cut for frames, per foot......08
- No. 354. 1½ inch, dead bone ebony. Price per 100 feet.....\$2.70
Price when cut for frames, per foot......06



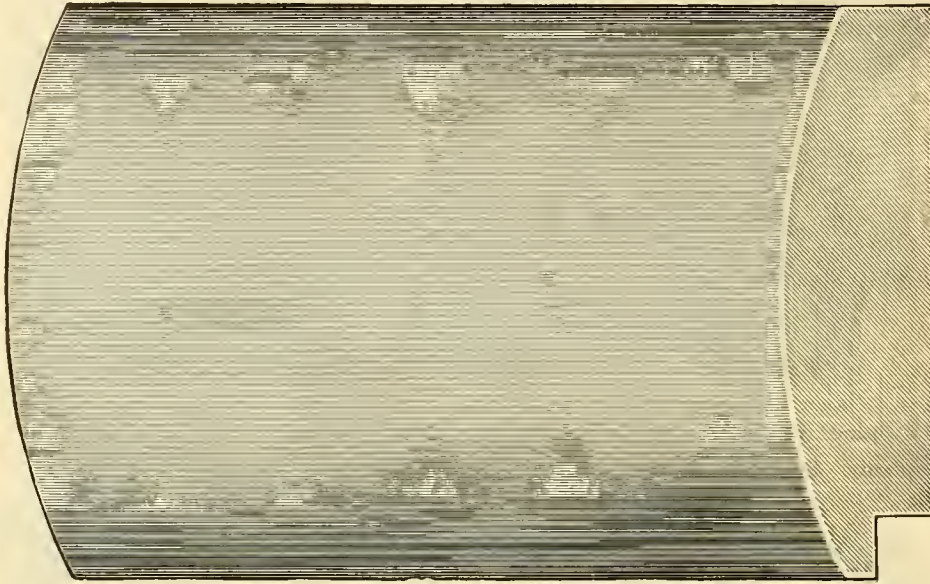
- No. 355. 1 inch, polished and rubbed walnut. Price per 100 feet.....\$2.30
Price when cut for frames, per foot......06
- No. 356. 1 inch, dead bone ebony. Price per 100 feet.....\$1.80
Price when cut for frames, per foot......04



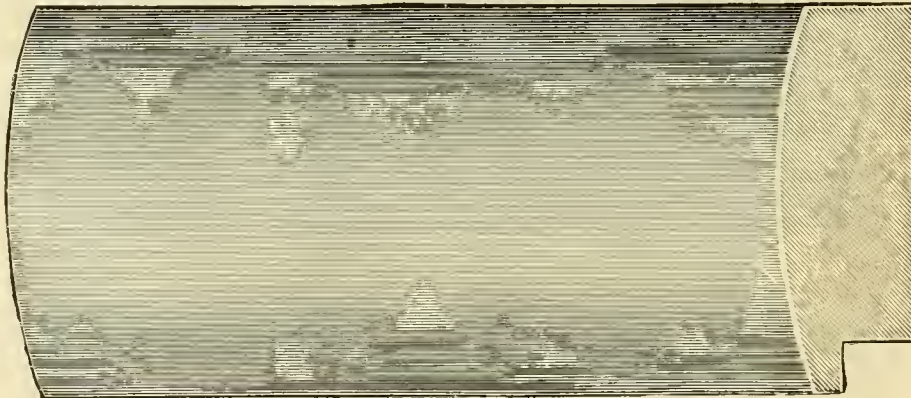
- No. 357. 1 inch, embossed wood, ornamented, dead ebony finish. Price per 100 feet.....\$3.00
Price when cut for frames, per foot......06

Plain and Polished White and Gilt Mouldings

Expressly Good for Mirror Frames



No. 358.	3 inch, polished white.	Price per 100 feet.....\$5.40	Price when cut for frames, per foot ..... .12
No. 359.	3 inch, gilt bronze.	Price per 100 feet..... 5.40	Price when cut for frames, per foot ..... .12



No. 360.	2 inch, polished white.	Price per 100 feet.....\$3.60	Price when cut for frames, per foot ..... .08
No. 361.	2 inch, gilt bronze.	Price per 100 feet.....\$3.60	Price when cut for frames, per foot ..... .08



No. 362.	1½ inch, polished white.	Price per 100 feet.....\$2.70	Price when cut for frames, per foot ..... .06
No. 363.	1½ inch, gilt bronze.	Price per 100 feet.....\$2.70	Price when cut for frames, per foot..... .06



No. 364.	1 inch, polished white.	Price per 100 feet.....\$1.80	Price when cut for frames, per foot ..... .04
No. 365.	1 inch, gilt bronze.	Price per 100 feet.....\$1.80	Price when cut for frames, per foot04

Polished Reeded White Mouldings**Principally used for Mirror Frames**

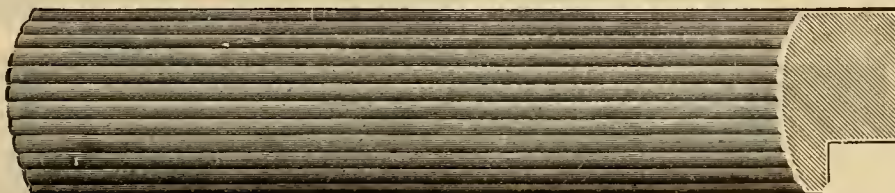
No. 366. 3 inch, polished white. Price per 100 feet.....\$5.40
 Price when cut for frames, per foot......12



No. 367. 2 inch, polished white. Price per 100 feet.....\$3.60
 Price when cut for frames, per foot......08

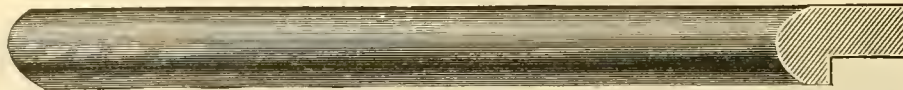


No. 368. 1½ inch, polished white. Price per 100 feet.....\$2.70
 Price when cut for frames, per foot......06



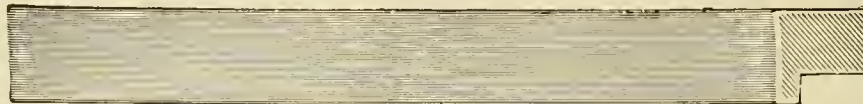
No. 369. 1 inch, polished white. Price per 100 feet.....\$1.80
 Price when cut for frames, per foot......04

Pencil Mouldings and Linings

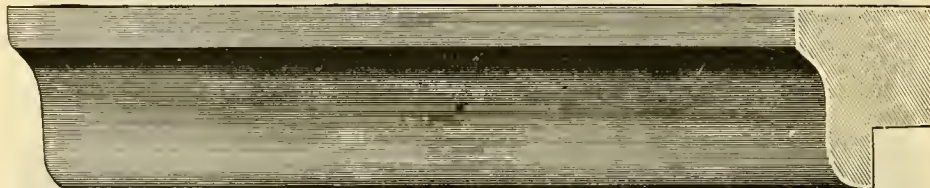


- No. 370. $\frac{3}{8}$ inch, gilt bronze. Price per 100 feet.....\$1.30
 Price when cut for frames, per foot..... .04
 No. 371. $\frac{3}{8}$ inch, silver bronze. Price per 100 feet.....\$1.30
 Price when cut for frames, per foot..... .04
 No. 372. $\frac{3}{8}$ inch, green bronze. Price per 100 feet.....\$1.30
 Price when cut for frames, per foot..... .04
 No. 373. $\frac{3}{8}$ inch, dead black. Price per 100 feet.....\$1.30
 Price when cut for frames, per foot..... .04

- No. 374. $\frac{1}{2}$ inch, gilt bronze. Price per 100 feet.....\$1.30
 Price when cut for frames, per foot..... .04
 No. 375. $\frac{1}{2}$ inch, silver bronze. Price per 100 feet.....\$1.30
 Price when cut for frames, per foot..... .04
 No. 376. $\frac{1}{2}$ inch, green bronze. Price per 100 feet.....\$1.30
 Price when cut for frames, per foot..... .04
 No. 377. $\frac{1}{2}$ inch, dead black. Price per 100 feet.....\$1.30
 Price when cut for frames, per foot..... .04



- No. 378. $\frac{1}{2}$ inch, gilt bronze lining. Price per 100 feet.....\$1.30
 Price when cut for frames, per foot..... .04



- No. 379. 1 inch, burnished gilt bronze lining. Price per 100 feet.....\$1.50
 Price when cut for frames, per foot..... .04
 No. 380. 1 inch, best leaf gilt burnished lacquered lining. Price per 100 feet.....\$2.70
 Price when cut for frames, per foot..... .06



- No. 381. $\frac{7}{8}$ inch, gilt bronze lining. Price per 100 feet.....\$1.20
 Price when cut for frames, per foot..... .04



- No. 382. $\frac{1}{2}$ inch, gilt bronze lining. Price per 100 feet.....\$1.50
 Price when cut for frames, per foot..... .04



- No. 383. Burnished gilt bronze lining. Price per 100 feet.....\$1.50
 Price when cut for frames, per foot..... .04



- No. 384. $\frac{1}{2}$ inch, gilt bronze lining. Price per 100 feet.....\$1.30
 Price when cut for frames, per foot..... .04
 No. 385. $\frac{1}{2}$ inch, burnished gilt leaf lining. Price per 100 feet.....\$2.00
 Price when cut for frames, per foot..... .04

Ornamental Gilt Mouldings

ORNAMENTED MOULDING IN THE FOLLOWING SHADES:



- No. 386. 4-inch, gilt bronze. Price, per 100 feet\$3.00
Price when cut for frames, per ft. .06
- No. 387. 4-inch, white, with gilt tips. Price, per 100 feet..... 3.00
Price when cut for frames, per ft. .06
- No. 388. 4-inch, white, with blue shade, gilt tips. Price, per 100 feet... 3.00
Price when cut for frames, per ft. .06
- No. 389. 4-inch, white, with chocolate shade, gilt tips. Price, per 100 feet..... 3.00
Price when cut for frames, per ft. .06
- No. 390. 4-inch, white, with green shade, gilt tips. Price, per 100 feet... 3.00
Price when cut for frames, per ft. .06
- No. 391. 4-inch, white, with pink shade, gilt tips. Price per 100 feet.... 3.00
Price when cut for frames, per ft. .06
- No. 392. 4-inch, ebony, with gilt tips. Price, per 100 feet 3.00
Price when cut for frames, per ft. .06



- No. 393. 2-inch, walnut and ebony stained back, with solid gilt line. Price, per 100 feet.....\$4.00
Price, when cut for frames, per ft. .08
- No. 394. 1½-inch, walnut and ebony stained back, with solid gilt line. Price, per 100 feet 3.50
Price, when cut for frames, per ft. .07
- No. 395. 1-inch, walnut and ebony stained back, with solid gilt line. Price, per 100 feet 2.50
Price, when cut for frames, per ft. .05
- No. 396. 2-inch, all gilt. Price per 100 feet 3.50
Price, when cut for frames, per ft. .07
- No. 397. 1½-inch all gilt. Price per 100 feet 3.25
Price, when cut for frames, per ft. .08
- No. 398. 1-inch all gilt. Price, per 100 feet 2.00
Price, when cut for frames, per ft. .05
- No. 399. ¾-inch all gilt. Price, per 100 feet 1.75
Price, when cut for frames, per ft. .05
- No. 400. 2-inch, white with green back and solid gilt leaf ornaments. Price per 100 feet 4.25
Price, when cut for frames, per ft. .09
- No. 401. 1½-inch, white with green back and solid gilt leaf ornaments. Price, per 100 feet 3.25
Price, when cut for frames, per ft. .07
- No. 402. 1-inch, white, with green back and solid gilt leaf ornaments. Price, per 100 feet 2.25
Price, when cut for frames, per ft. .05
- No. 403. ¾-inch, white, with green back and solid gilt leaf ornaments. Price, per 100 feet 2.25
Price, when cut for frames, per ft. .05



- No. 404. Ornamented Moulding, 2¼ inches, in the following finishes:
- No. 405. Gilt bronze. Price per 100 ft. \$1.75
Price, when cut for frames, per foot06
- No. 406. White and gilt. Per 100 feet. 1.75
Price, when cut for frames, per foot06
- No. 407. White and gilt, with blue shades. Price per 100 feet. 1.75
Price, when cut for frames, per foot06
- No. 408. White and gilt, with chocolate shades. Price per 100 feet. 1.75
Price, when cut for frames, per foot06
- No. 409. White and gilt, with green shades. Price per 100 feet. 1.75
Price, when cut for frames, per foot06
- No. 410. White and gilt, with pink shades. Price per 100 feet. 1.75
Price, when cut for frames, per foot06
- No. 411. Ebony with gilt tips. Price per 100 feet..... 1.75
Price, when cut for frames, per foot06

Ebony Mouldings



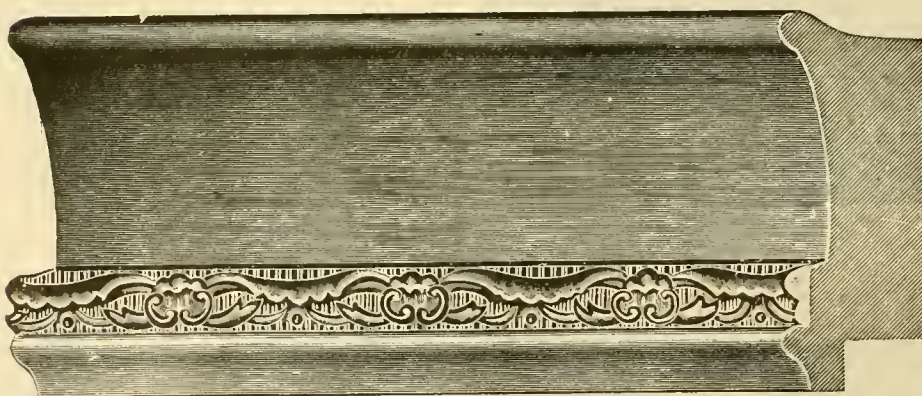
No. 412. 3-inch, polished ebony with gilt tipped ornaments. Price per 100 feet.....\$8.00
When cut for frames, per foot .16

No. 413. 3-inch, polished ebony. Price per 100 feet..... 6.50
When cut for frames, per foot .13



No. 414. 2-inch, polished ebony, with gilt tipped ornaments. Price per 100 feet.....\$6.00
When cut for frames, per foot .12

No. 415. 2-inch, polished ebony. Price per 100 feet.....\$4.50
When cut for frames, per foot .09



No. 416. 2-inch, polished ebony, with gilt bud ornaments. Price per 100 feet.....\$7.00
When cut for frames, per foot .14



No. 417. 1½-inch, ebony, with gilt tipped ornament. Per 100 feet....\$5.00
When cut for frames, per foot .10

Imitation Walnut

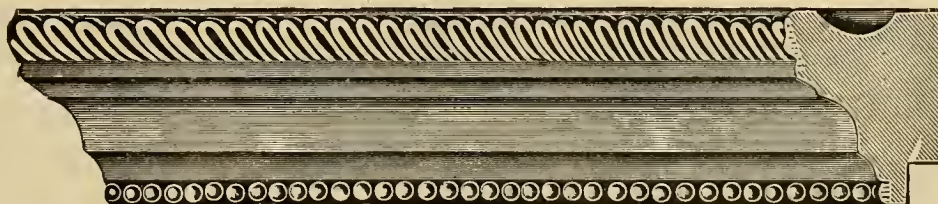


- No. 418. 2½ inch, imitation walnut with three ebony lines and a burnished gilt front. Price per 100 feet.....\$6.50
 Price when cut for frames, per foot......13
 No. 419. 1½ inch, imitation walnut with two ebony lines and burnished gilt front. Price per 100 feet.....\$3.50
 Price when cut for frames, per foot......07
 No. 420. 2 inch, imitation walnut, with three ebony lines and burnished gilt front. Price per 100 feet.....\$6.00
 Price when cut for frames, per foot......12



- No. 421. Imitation walnut with one ebony ornament. Price per 100 feet\$5.00
 Price when cut for frames, per foot......10
 No. 422. 1 inch, imitation walnut, with one ebony ornament. Price per 100 feet\$3.50
 Price when cut for frames, per foot......07

Green Bronze



- No. 423. 1 inch, dark green bronze, with solid gilt ornaments and two burnished gilt lines. Price per 100 feet.....\$6.00
 Price when cut for frames, per foot......12

Black and White High Back Moulding



- No. 424. 1½ inch, white with fancy ornaments on back, gilt tipped, and bronzed burnished lines. Price per 100 feet.....\$4.00
 Price when cut for frames, per foot......08
 No. 425. 1½ inch, high back moulding, fancy ornamented back in black with gilt tips and bronzed burnished lines. Price per 100 feet\$6.75
 Price when cut for frames, per foot......13

High Back Mahogany and Golden Oak



No. 426.	2 inch, high back, imitation mahogany, highly polished with compo ornaments on back. Price per 100 feet	\$8.75
	Price when cut for frames, per foot.....	.17
No. 427.	1½ inch, high back, imitation mahogany, highly polished with compo ornaments on back. Price per 100 feet.....	\$6.75
	Price when cut for frames, per foot.....	.13
No. 428.	2 inch, high back, imitation oak, highly polished, showing grain, with fancy composition back. Price per 100 feet.....	\$7.50
	Price when cut for frames, per foot.....	.15
No. 429.	3 inch, high back imitation oak, highly polished, showing grain, with fancy composition back. Price per 100 feet.....	\$9.75
	Price when cut for frames, per foot.....	.20
No. 430.	1½ inch, high back, imitation oak, highly polished, showing grain, with fancy composition back. Price per 100 feet.....	\$6.00
	Price when cut for frames, per foot.....	.12
No. 431.	3 inch, high back, ebony moulding, with fancy ornaments. Price per 100 feet	\$9.75
	Price when cut for frames, per foot.....	.19
No. 432.	2 inch, high back, ebony moulding, with fancy ornaments. Price per 100 feet	\$7.50
	Price when cut for frames, per foot.....	.15
No. 433.	1½ inch, high back, ebony moulding, with fancy ornaments. Price per 100 feet.....	\$6.00
	Price when cut for frames, per foot.....	.12
No. 434.	1 inch, high back, ebony moulding, with fancy ornaments. Price per 100 feet.....	\$3.75
	Price when cut for frames, per foot.....	.08



Oak Moulding Gilt Bronzed and Cross Grain Mahogany

No. 441.	3 inch, cross grain mahogany, highly polished. Price per 100 feet.....	\$6.75
	When cut for frames, per foot .....	.13
No. 442.	2 inch, cross grain mahogany, highly polished. Price per 100 feet.....	\$4.50
	When cut for frames, per foot .....	.09
No. 443.	1½ inch, cross grain mahogany, highly polished. Price per 100 feet.....	\$3.50
	When cut for frames, per foot .....	.07
No. 444.	1 inch, cross grain mahogany, highly polished. Price per 100 feet.....	\$2.55
	When cut for frames, per foot .....	.05
No. 435.	3 inch, solid oak moulding bronzed, showing grain. Price per 100 feet.....	\$11.50
	When cut for frames, per foot.....	.23
No. 436.	2 inch, solid oak moulding bronzed, showing grain. Price per 100 feet.....	\$7.50
	When cut for frames, per foot.....	.15
No. 437.	1½ inch, solid oak moulding bronzed, showing grain. Price per 100 feet.....	\$5.60
	When cut for frames, per foot.....	.11
No. 438.	1 inch, solid oak moulding bronzed, showing grain. Price per 100 feet.....	\$4.00
	When cut for frames, per foot.....	.08
No. 439.	¾ inch, solid oak moulding bronzed, showing grain. Price per 100 feet.....	\$3.75
	When cut for frames, per foot.....	.07½
No. 440.	½ inch, solid oak moulding bronzed, showing grain. Price per 100 feet.....	\$3.50
	When cut for frames, per foot.....	.07
No. 445.	¾ inch, cross grain mahogany, highly polished. Price per 100 feet.....	\$2.25
	When cut for frames, per foot .....	.05
No. 446.	½ inch, cross grain mahogany, highly polished. Price per 100 feet.....	\$2.00
	When cut for frames, per foot .....	.05

Imitation Mahogany Moulding and All Gilt High Back Moulding



- No. 447. 3 inch, imitation mahogany, high back, highly polished. Price per 100 feet.....\$11.00
When cut for frames, per foot..... .22
- No. 448. 2 inch, imitation mahogany, high back, highly polished. Price per 100 feet.....\$ 7.50
When cut for frames, per foot..... .15
- No. 449. 1½ inch, imitation mahogany, high back, highly polished. Price per 100 feet.....\$ 5.25
When cut for frames, per foot..... .11
- No. 450. 3 inch, high back, imitation golden oak, highly polished. Price per 100 feet.....\$ 8.75
When cut for frames, per foot..... .17
- No. 451. 2 inch, high back, imitation golden oak, highly polished. Price per 100 feet.....\$ 6.50
When cut for frames, per foot..... .13

- No. 452. 3 inch, all gilt, high back, with three silver burnished lines. Price per 100 feet.....\$17.00
When cut for frames, per foot..... .34
- No. 453. 2 inch, all gilt, high back, with three silver burnished lines. Price per 100 feet.....\$14.00
When cut for frames, per foot..... .28
- No. 454. 1½ inch, all gilt, high back, with three silver burnished lines. Price per 100 feet.....\$11.00
When cut for frames, per foot..... .22
- No. 455. 1 inch, all gilt, high back, with three silver burnished lines. Price per 100 feet.....\$ 9.00
When cut for frames, per foot..... .18
- No. 456. 1½ inch, high back, imitation golden oak, highly polished. Price per 100 feet.....\$ 4.50
When cut for frames, per foot..... .09



Imitation Oak Moulding

- No. 457. 3 inch, imitation oak, in green, fancy ornamented back in black. Price per 100 feet.....\$6.00
When cut for frames, per foot... .12
- No. 458. 2 inch, imitation oak, in green, fancy ornamented back, in black. Price per 100 feet.....\$4.50
When cut for frames, per foot.... .09
- No. 459. 1 inch, imitation oak, in green, fancy ornamented back in black.

Grained Chestnut

- No. 460. 3 inch, grained chestnut oak moulding, green finish. Price per 100 feet.....\$6.25
When cut for frames, per foot... .12

- No. 461. 2 inch, grained chestnut, oak moulding, green finish. Price per 100 feet.....\$4.25
When cut for frames, per ft. .08

- No. 462. 1½ inch, grained chestnut, oak moulding, green finish. Price per 100 feet.....\$3.00
When cut for frames, per ft. .06

- No. 463. 1 inch, grained chestnut, oak moulding, green finish. Price per 100 feet.....\$2.00
When cut for frames, per ft.. .05

Imitation Mahogany

- No. 464. 3 inch, imitation mahogany, highly polished. Price per 100 feet\$5.40
When cut for frames, per foot..... .11
- No. 465. 2 inch, imitation mahogany, highly polished. Price per 100 feet\$3.60
When cut for frames, per foot..... .07

- No. 466. 1½ inch, imitation mahogany, highly polished. Price per 100 feet\$2.75
When cut for frames, per foot..... .06
- No. 467. 1 inch, imitation mahogany, highly polished. Price per 100 feet\$1.80
When cut for frames, per foot..... .05

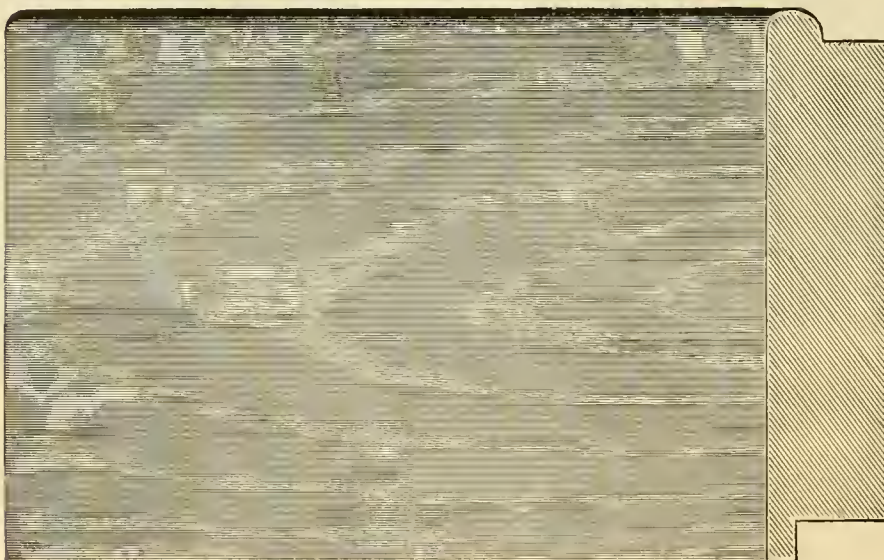


Solid Oak Mouldings

No. 468.	4 inches wide. Per 100 feet....	\$6.00
	When cut for frames, per foot.	.12
No. 469.	3 inches wide. Per 100 feet....	4.50
	When cut for frames, per foot.	.09
No. 470.	2½ inches wide. Per 100 feet.	4.00
	When cut for frames, per foot.	.08
No. 471.	2 inches wide. Per 100 feet....	3.00
	When cut for frames, per foot.	.06
No. 472.	1½ inches wide. Per 100 feet..	2.50
	When cut for frames, per foot	.05
No. 473.	1 inch wide. Per 100 feet.....	2.00
	When cut for frames, per foot.	.05
No. 474.	½ inch wide. Per 100 feet....	1.50
	When cut for frames, per foot.	.05

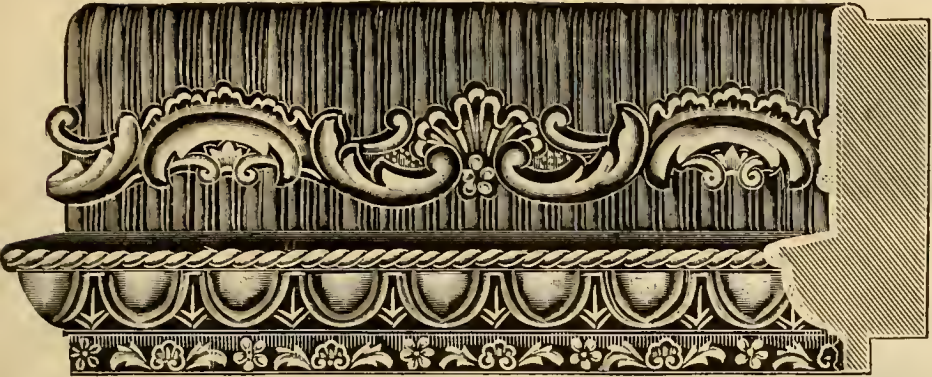


No. 475.	3 inch, solid oak moulding bronzed, showing grain.	
	Price per 100 feet.....	\$11.25
	When cut for frames, per foot.	.23
No. 476.	2½ inch, solid oak moulding bronzed, showing grain.	
	Price per 100 feet.....	\$ 9.40
	When cut for frames, per foot.	.18
No. 477.	2 inch, solid oak moulding bronzed, showing grain.	
	Price per 100 feet.....	\$ 7.50
	When cut for frames, per foot.	.15
No. 478.	1½ inch, solid oak moulding bronzed, showing grain.	
	Price per 100 feet.....	\$ 5.60
	When cut for frames, per foot.	.11
No. 479.	1 inch, solid oak moulding bronzed, showing grain.	
	Price per 100 feet.....	\$ 3.75
	When cut for frames, per foot.	.07



No. 480.	3 inch, seal brown finish, with ebony shaded back. Price per 100 feet	\$5.50
	When cut for frames, per foot.	.11
No. 481.	2 inch, oak, seal brown finish, with ebony shaded back. Price per 100 feet	4.00
	When cut for frames, per foot.	.08
No. 482.	1½ inch, oak, seal brown finish, with ebony shaded back. Price per 100 feet	3.00
	When cut for frames, per foot.	.06
No. 483.	1 inch, oak, seal brown finish, with ebony shaded back. Price per 100 feet	2.25
	When cut for frames, per foot.	.05

All Gilt Ornamented Moulding



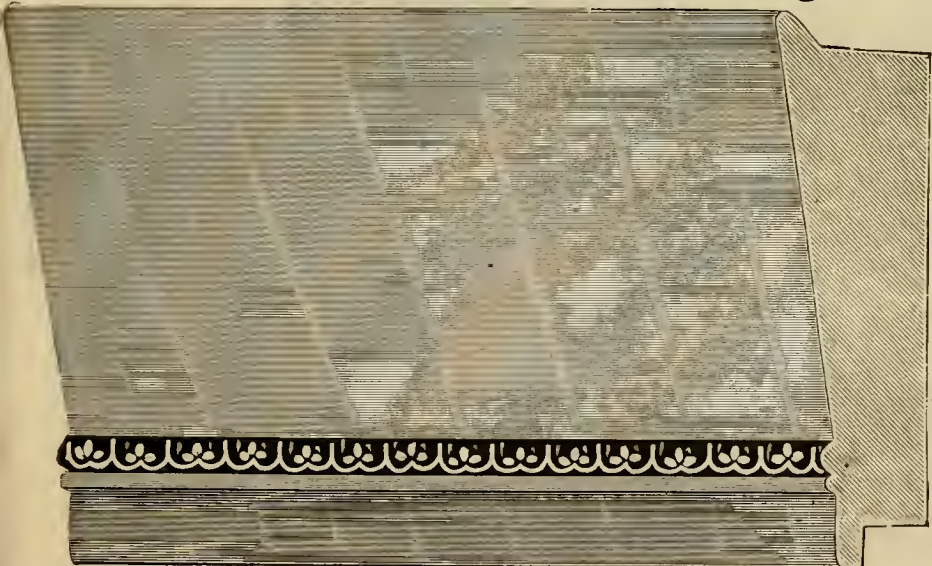
- No. 484. 2 inch, all gilt, fancy ornamented moulding. Price per 100 feet....\$3.75
When cut for frames, per foot.... .08
- No. 485. 1½ inch, all gilt, fancy ornamented moulding. Price per 100 feet....\$2.75
When cut for frames, per foot.... .06

Fancy Green Checked Moulding



- No. 486. 2 inch, fancy green, checkered moulding with zigzag in black. Price per 100 feet.....\$6.00
When cut for frames, per foot.... .12
- No. 487. 1½ inch, fancy green, checkered moulding with zigzag in black. Price per 100 feet.....\$4.50
When cut for frames, per foot.... .09
- No. 488. 1 inch, fancy green, checkered moulding with zigzag in black. Price per 100 feet.....\$3.00
When cut for frames, per foot.... .06
- No. 489. 1½ inch, black and red zigzag, in black and small lines in red. Price per 100 feet.....\$4.50
When cut for frames, per foot.... .09

Cross Grain Mahogany Moulding



- No. 490. 3 inch, cross grain mahogany, with fancy gilt bead. Price per 100 feet.....\$8.00
When cut for frames, per foot.... .16
- No. 491. 2 inch, cross grain mahogany with fancy gilt bead. Price per 100 feet.....\$6.00
When cut for frames, per foot.... .12
- No. 492. 1½ inch, cross grain mahogany with fancy gilt bead. Price per 100 feet.....\$4.00
When cut for frames, per foot.... .08
- No. 493. 1 inch, cross grain mahogany with fancy gilt bead. Price per 100 feet.....\$3.00
When cut for frames, per foot.... .06

Antique Oak



- No. 494. ¾ inch, polished ebony. Price per 100 feet.....\$2.00
When cut for frames, per foot.... .05
- No. 495. ⅜ inch, imitation antique oak. Price per 100 feet.....\$1.75
When cut for frames, per foot.... .05
- No. 496. 1 inch, imitation antique oak, ornament perforated. Price per 100 feet\$3.00
When cut for frames, per foot.... .06

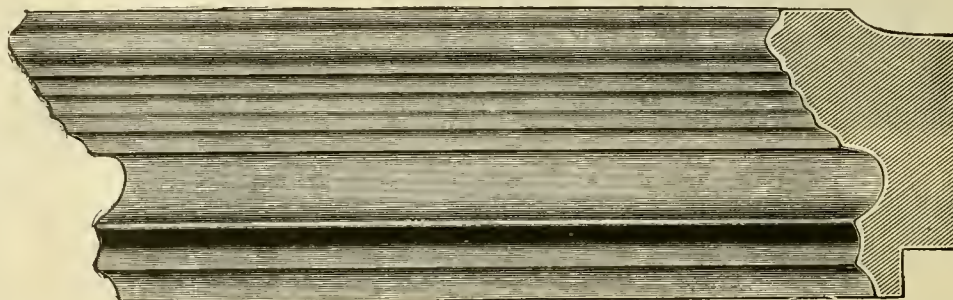
Miscellaneous Moulding



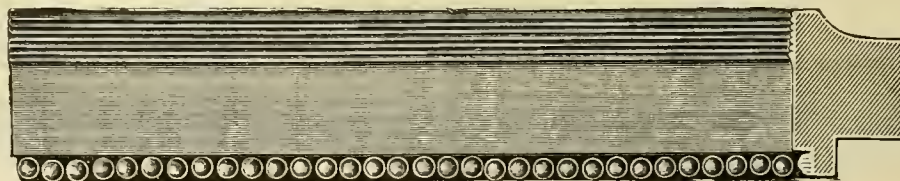
- No. 497. $\frac{3}{4}$ inch, green bronze, one burnished line. Price per 100 feet\$2.75
Price when cut for frames, per foot..... .06



- No. 498. $\frac{3}{4}$ inch, burnished silver moulding, carved. Price per 100 feet\$1.50
Price when cut for frames, per foot..... .05



- No. 499. $1\frac{1}{2}$ inch, white enameled with pink shade on the back and a burnished line. Per 100 feet\$3.75
Price when cut for frames, per foot..... .08
No. 500. $1\frac{1}{2}$ inch, white enameled with green shade on the back and a burnished line. Per 100 feet.....\$3.75
Price when cut for frames, per foot..... .08
No. 501. $1\frac{1}{2}$ inch, white enameled with blue shade on the back and a burnished line. Per 100 feet.....\$3.75
Price when cut for frames, per foot..... .08



- No. 502. $\frac{3}{4}$ inch, dark green bronze, with solid gilt ornament. Price per 100 feet\$2.75
Price when cut for frames, per foot..... .06
No. 504. $\frac{3}{4}$ inch, white, with solid gilt ornament. Price per 100 feet\$2.75
Price when cut for frames, per foot..... .06



- No. 503. $\frac{1}{2}$ inch, green bronze, with solid gold burnished ornaments. Price per 100 feet\$5.50
Price when cut for frames, per foot..... .11
No. 505. $\frac{1}{2}$ inch, ebony, with solid gold burnished ornaments. Price per 100 feet\$5.50
Price when cut for frames, per foot..... .11

Guardian Angels and Rocks of Ages

Size 16x20, in Colors

Suitable frames in the first part of the book.

There has been an unprecedented demand for the last several years for a select line of Guardian Angels and Rocks of Ages. To meet this we have brought forth, as shown on this page, nine subjects that can not be equaled elsewhere. Great pains were taken to get the best, and pictures of merit, and we feel that the art

loving public will take kindly to the selection shown hereon. The quality of these pictures is far superior to that offered by many concerns, for they are printed on strong heavy paper in many beautiful colors and should not be classified with the "Cheap John" variety.

OUR LOW PRICES:

100 by express	\$5.00	7 by mail postpaid .....	.50
50 by express	3.00	3 by mail postpaid .....	.40
15 by mail postpaid	1.00	1 by mail postpaid .....	.15



1371 Rock of Ages, No. 1.



1367 Simply to Thy Cross I Cling.



1364 In Loving Remembrance.



1368 Guardian Angel, No. 3.



1366 Guardian Angel, No. 4.



1365 The Angel's Whisper.



1370 Christ on the Mount.



1369 Guardian Angel, No. 2.



1826 Christ in the Temple.

Family Records and Memorials

Size 16x20

Suitable frames in the first part of the book.

We list hereon the leading family records and memorials on the market at greatly reduced prices, when quality is considered. There are pictures on cheap, rotten paper that are sold at a little less price than ours, but should not be considered in competition

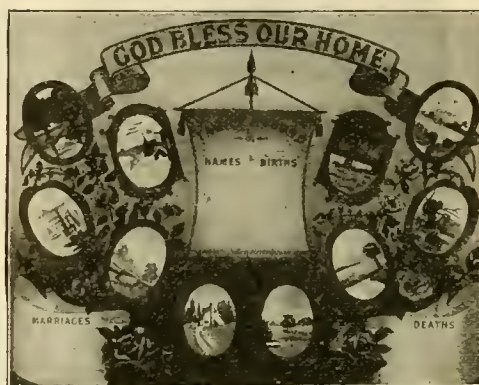
with goods of this character. The many millions of these pictures sold prove to us beyond a doubt that the public appreciates a good article.

OUR LOW PRICES:

100 by express	\$5.00	7 by mail postpaid .....	.50
50 by express	3.00	3 by mail postpaid .....	.40
15 by mail postpaid	1.00	1 by mail postpaid .....	.15



1378 Golden City Memorial, Black, White and Gold.



1380 Family Record, No. 2.



1377 Memorial No. 3, Black and White.



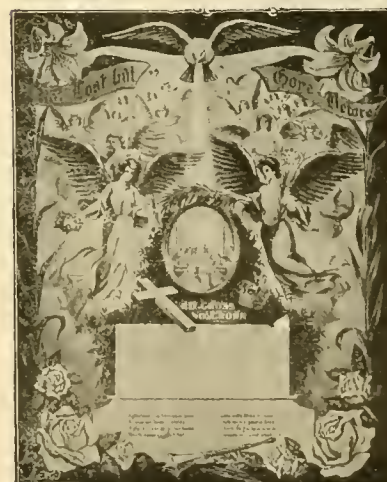
1379 Golden Gate Memorial.



1442 Home Sweet Home.
1441 God Bless Our Home.



1375 Family Record No. 6.



1376 Memorial No. 4, Black and White.



1374 Family Record No. 7.



1381 Tree of Life.

Sacred or Holy Pictures

Size 16x20, in Many Colors

Suitable frames in the first part of the book.

The hundreds of thousands of Sacred or Holy pictures sold convinces us that our pictures are far superior to those offered by other houses. There will never be a time when holy pictures will not be salable. They are sold to all people, for we list something

in this book that appeals to all religious inclinations; not the trashy kind that are sold by the unscrupulous dealer. The saving of a few cents at the expense of quality is poor economy and means that in the end you will lose dollars instead of saving cents.

OUR LOW PRICES:

100 by express	\$5.00	7 by mail postpaid .....	.50
50 by express	3.00	3 by mail postpaid .....	.40
15 by mail postpaid	1.00	1 by mail postpaid .....	.15



1383 The Crucifixion.



1382 Jesus Dies.



1388 Beneath the Cross.



1386 The Redeemer of the World, or Twelve Stations of the Cross.



1387 The Holy Family.



1385 Our Lady of the Rosary.



1384 St. John, the Baptist.



1390 Christ upon the Waters.



1389 Christ Knocking at the Door.

Sacred or Holy Pictures

Size 16x20, in Many Colors

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OUR LOW PRICES:

100 by express	\$5.00	7 by mail postpaid50
50 by express	3.00	3 by mail postpaid40
15 by mail postpaid	1.00	1 by mail postpaid .....	.15



1399 Savior of the World.



1391 The Merciful Child Jesus.



1392 St. Anne.



1393 Sacred Heart of Mary.



1394 Sacred Heart of Jesus.



1395 Ecce Homo.



1396 Mater Dolorosa.



1397 St. Anthony and Child.



1398 Our Dear Lady of Everlasting Help.

Sacred or Holy Pictures

Size 16x20, in Many Colors

Suitable frames in the first part of the book.

The hundreds of thousands of Sacred or Holy pictures sold convinces us that our pictures are far superior to those offered by other houses. There will never be a time when holy pictures will not be salable. They are sold to all people, for we list something

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50 by express	3.00
15 by mail postpaid	1.00

7 by mail postpaid50
3 by mail postpaid40
1 by mail postpaid .....	.15



1400 The Holy Family.



1401 The Lord's Supper.



1402 St. Joseph with Infant.



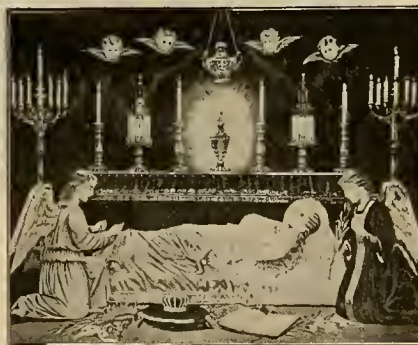
1403 Madonna of Carmen.



1404 Christ Before Pilate.



1405 Madonna of the Rosary.



1407 The Holy Grave of Mary.



1406 Lord's Prayer and Ten Commandments.



1408 The Holy Grave of Christ.



1409 St. Cecelia.

Miscellaneous Pictures

Size 16 x 20, in Colors

Suitable frames in the first part of the book.

We have gathered into this class all pictures on the market of any note and which are not otherwise classified in this book and offer them at popular prices. These subjects sell all the time

in any territory to all classes of people. You will be able to make good money handling these goods for they sell regardless of condition.

OUR PRICES:

100 by express	\$5.00	7 by mail postpaid .....	.50
50 by express	3.00	3 by mail postpaid .....	.40
15 by mail postpaid	1.00	1 by mail postpaid .....	.15



1416 Marriage Certificate No. 3.



1410 Pharaoh's Horses.



1412½ Immaculate Conception.



1417 Marriage Certificate No. 1.



1414 The Horse Fair.



1413½ Good Shepherd.



1418 Marriage Certificate No. 2.



1415 Can't You Talk?



1415½ St. Peter.

Religious and Other Pictures for the Colored People.

Size 16x20. In Black and White.

Those desiring to cater to the colored trade, will find this an excellent page. Frames suitable elsewhere in the book. No mistake can be made by ordering a large assortment of these pictures as they sell readily.

100 by express.....	\$5.00	7 by mail postpaid.....	\$0.50
50 by express.....	3.00	3 by mail postpaid.....	.40
10 by mail postpaid.....	1.00	1 by mail postpaid.....	.15



No. 1893. Clinging to the Cross.
Rock of Ages, showing colored woman clinging to the Cross with angel hovering near. Pathetic and touching.

No. 1894. Beacon Lights.
Angel with star of glory over head hovering over the portrait of Fred Douglas and Paul Dunbar, two celebrated colored men.

No. 1895. Guardian Angel.
This picture shows an angel hovering over two colored children who are near a precipice. Scroll beneath the angel. A big seller to the colored race.



No. 1896. Onward.
Showing Abraham Lincoln, Fred Douglass and Booker T. Washington, together with childhood scenes of Booker T. Washington. History of all three men printed on the picture. A big seller.

No. 1897. Jack Johnson.
The celebrated and well known prize fighter. Champion of the World. Shows early home and also the champion in his automobile. Good seller.

No. 1898. Jesus died for both.
Most pathetic and touching picture ever published, showing that the religion that Jesus taught knows no color. It saves the black as well as the white.



No. 1899. Bow Knot Mat.
Used in connection with portraits. If the picture is that of a deceased person, this mat is very appropriate for it.

No. 1900. Good Luck Marriage Certificate.
This certificate was printed and designed especially for the negro race. There is no other certificate so far as we know, exclusively for them.

No. 1901. Charge of the San Juan Hill.
Showing the colored troops at the late war between America and Spain, depicting this fatal charge wherein many of the brave boys of color were slain.

Duplex Photo Colors

Size 16 x 20

Suitable frames in the first part of the book.

The continued demand for high grade photo colors has caused us to list the best and most noted subjects found in the United States and elsewhere. These pictures are works of art in its true sense and come in many pleasing, harmonious colors. There is not a clumsy or cheap subject in all the list. The markets of the earth have been scoured for bright, charming and up-to-date sub-

jects, and we are satisfied that the subjects given on this and other pages will please all seeking goods of this kind.

Note—These Duplex Photo Colors are copyrighted and are never sold in competition with cheap, trashy pictures printed on rotten, thin paper.

PRICES:

100 by express	\$8.00
50 by express	4.50
7 by mail, postpaid	1.00

3 by mail, postpaid .....	.50
1 by mail, postpaid .....	.20



1607 An Interrupted Proposal.



1591 Three Faithful Friends.



1593 Spring Time.



1650 Village Smithy.



1588 Partridge Sporting.



1823 Milk Maid.



1587 Before Marriage.



1590 After Marriage.



1589 Beginning of Fall.

Duplex Photo Colors

Size 16x20

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Suitable frames in the first part of the book.

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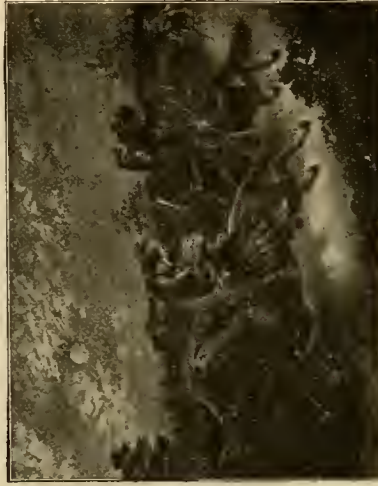
PRICES:

100 by express	\$8.00
50 by express	4.50
7 by mail, postpaid	1.00

3 by mail, postpaid50
1 by mail, postpaid .....	.20



1583 Lovers' Triumph.



1584 Elopement and Pursuit.



1576 An Interesting Story.



1577 Coming from Pasture.



1582 Guarding the Flock.



1579 Midsummer.



1581 Expectation.



1580 Morning Cares of Little Country Folks.



1578 The Backwoodsman's Christmas.

Duplex Photo Colors

Size 16x20

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7 by mail, postpaid	1.00

3 by mail, postpaid50
1 by mail, postpaid20



1596 Look Pleasant, Please.



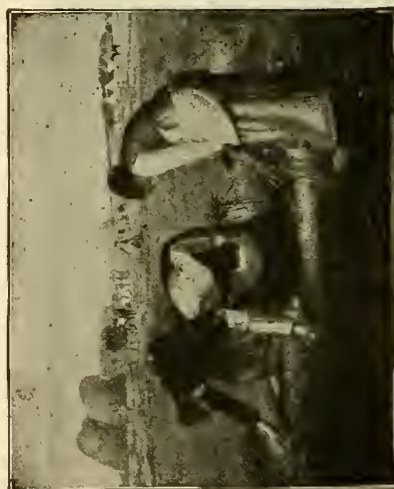
1601 His First Model.



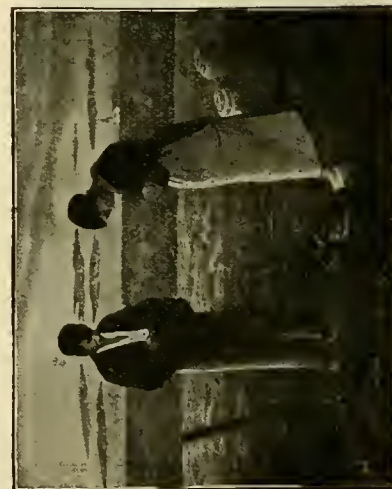
1600 Fast Asleep



1598 Last Honors to Bunny.



1595½ Gleaning.



1597½ The Angelus



1599 A Cool Retreat.



1602 Cattle in the Winter.



1594 Going to Pasture.

Duplex Photo Colors

Size 16x20

Suitable frames in the first part of the book.

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1614 Autumn Fruit.



1617 The Pick of the Market.



1603 All the Pleasures of Home.



1619 Fruits for the Feast.



1616 The Fruit Growers Pride



1615 Fruits in Summer.



1618 Rehearsal.



1612 Roses.



1620 Delicious Fruit.

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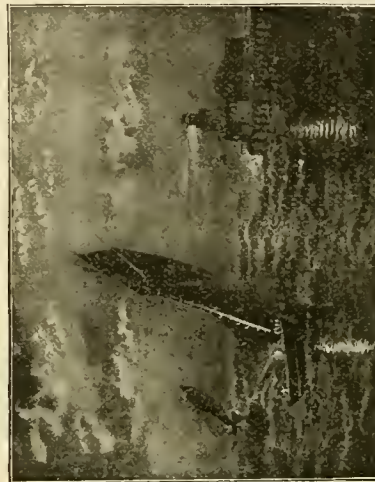
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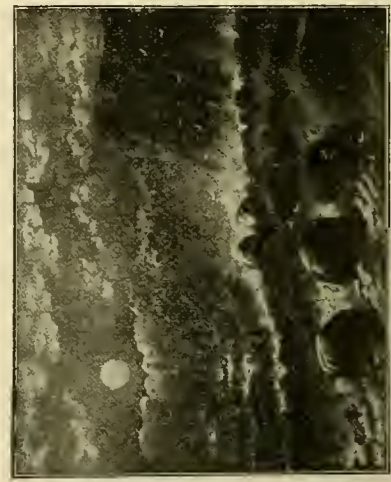
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1623 Under Full Sail



1624 Passing the Lighthouse.



1621 Nearing the Dangerous Place



1622 A Rough Sea.



1604 Sweet Blossoms.



1628 Her First Letter.



1626 The Artist.



1608 Mamma's Sweetheart.



1627 How Do You Do?

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1632 On Guard.



1636 A Mother's Dream.



1631 The Twostep.



1637 Dolly's Tired.



1634 Washington's Courtship.



1638 Love of Country.



1630 The Practice Hour.



1635 The Little Surgeon.



1611 You Did It.

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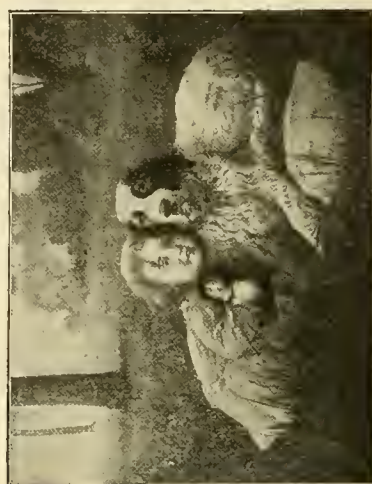
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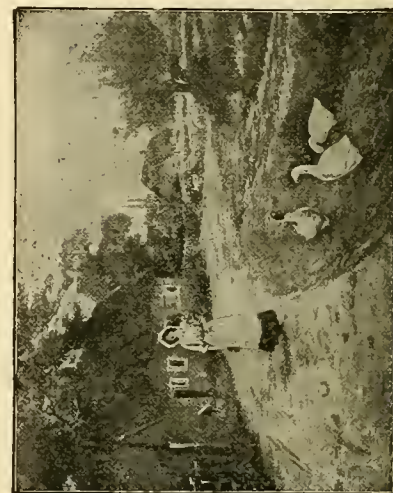
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1 by mail, postpaid20



1646 Counting Her Chickens After They Are Hatched.



1640 Good Friends.



1662 Farmers Daughter



1610 Forgive Me, Dear.



1642 Wide Awake.



1641½ The Little Dancer



1639 Midsummer at the Farm.



1641 The Prayer.



1643 The Duet.

Duplex Photo Colors

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1573 Trout Fishing.



1572 Washington and His Mother.



1570 Birthplace of Samuel Woodworth.



1575 Please Dance With Me.



1567 On the Schuylkill River.



1571 Kings of the Field.



1569 Down East



1568 Fishing and Hunting in the Adirondacks.



1574 Awaiting Sentence.

Duplex Photo Colors

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1668 English Foxhound.



1666 Cocker Spaniel.



1667 English Setter.



1671 A Mother's Bliss.



1665 At the Lonely Ford.



1664 On Lofty Heights.



1657 Feeding the Favorites.



1670 Three Little Rascals.



1672½ His Sympathetic Friends.

Duplex Photo Colors

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1685 Chieftain's Daughter.



1687 Elinor.



1688 Going for a Ride.



1655 George Washington in Sepia.



1656 Abraham Lincoln in Sepia.



1735 Betty's Treat.



1690 A Heart-Breaking Parting.



1654 In Distress.



1689 Home Again.

Duplex Photo Colors

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1696 Nero's Morning Toilet.



1660 A Friendly Call.



1694 A Trusty Guardian.



1736 Playmates.



1738 Little Baker.



1695 Come, Fido!



1698½ A Mournful Duty.



1691 Summer Joys.



1690 Room for Two.

Duplex Photo Colors

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1703 Happy Go-Lucky.



1704 A Lucky Hunter.



1706½ Crossing the Brook.



1701 A Future Cup Defender.



1702 A Christmas Visit to Grandma.



1706 A Young Columbus.



1705 There He Comes.



1700 Lost in the Woods.



1707 Shall I Say Yes?

Duplex Photo Colors

Size 16 x 20

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1708 Grandfather's Delight.



1739 Boss of the Farm.



1709 Thoughts Far Away.



1716 Interested Spectators.



1710 Confide In Me.



1713 A Mayflower Maiden.



1714 Absence Makes the Heart Grow Fonder.



1711 John Alden and Priscilla Wedded.



1712 John Alden and Priscilla's Courtship.

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1722 A Precious Load.



1717 The Old, Old Story.



1720 Dreams by the Fireside.



1719 Cupid's Victim.



1729 Welcome Home.



1723 Butterflies.



1718 The Sabbath Lesson.



1652 A Bashful Lover.



1724 Butcher Boy.

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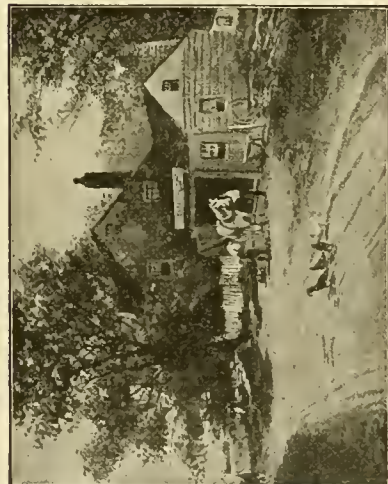
1889 Fuss and Fun.



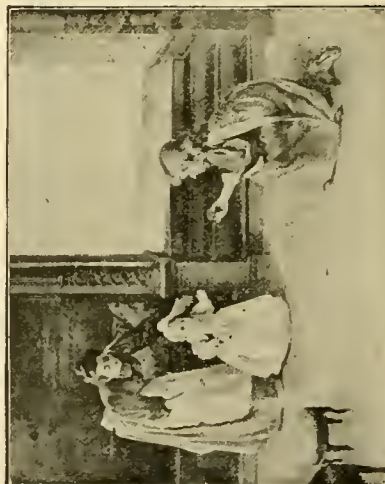
No. 1886 Follow My Leader.



1651 Grandpapa's Pet.



1890 Village Smithy.



1887 Baby's First Step.



1658 The Convalescent.



1891 Wanderer's Return.



1888 Bringing Papa Home.



1653 Our Hero.

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Size 16 x 20

Suitable frames in the first part of the book.

We carry the largest assortment of pastels in Chicago or elsewhere. Our list shows all the subjects of note, including pictures of fruits, landscapes, rivers and marine. Our pastels are in pleasing, harmonious colors.

A word about pastels. Remember these goods are often imitated although our subjects are copyrighted and no one has a right to print them without permission. Imitations are always inferior to the originals and should be avoided. Beware of the cheap kind.

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1 by mail, postpaid15



1485 Grapes, Peaches and Pears



1478 Watermelon.



1481 Popular Fruit.



1482 Pineapples.



1480 Favorite Fruit.



1479 California Fruit.



1484 Strawberries.



1477 Select Fruits.



1483 Flowers and Fruit.

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1488 California Fruit.



1490 Assorted Fruits, No. 1.



1487 Cherries Ripe.



1486 Delaware Fruit.



1491 Michigan Fruit.



1495 Trust.



1494 At the Well.



1492 My First Partner.



1526 Repaired While You Wait.

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1827 Sharing a Meal.



1504 Peacemaker.



1523½ Early Cares.



1510½ Touch Her If You Dare.



1498 Playmates.



1509 The Introduction.



1511 The Favored Swain.



1508 Waiting for Papa.



1434 A Friendly Greeting.

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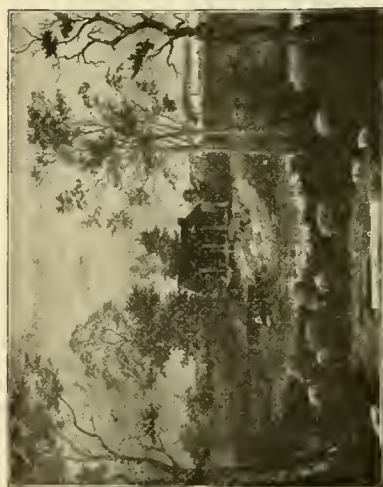
1520½ Birthplace of Ulysses S. Grant,
Point Pleasant, Ohio.



1524 On Guard.



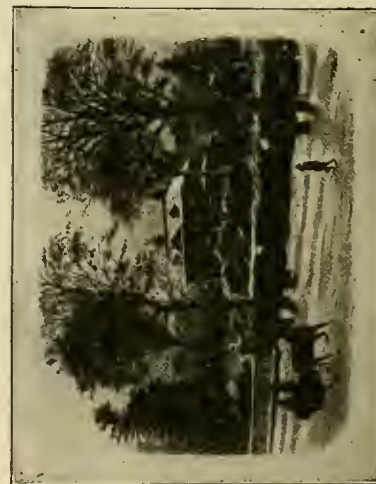
1828 Orphan's Prayer.



1621½ Birthplace of Abraham Lincoln,
Hardin Co., Ky.



1518 Forgiven.



1562 Home of Longfellow, Cambridge, Mass.



1517 In Love.



1516 Elopement.



1514 Putnam Leaving the Plough.

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1538 The Young Fisherman.



1534 Moonlight in Winter.



1530 Did You Lay Dis Egg?



1824 Safe.



1532 Sheep.



1533 In the Pasture.



1535 The Old Church.



1496 Playing With Little Sister.



1537 Harvest Time.

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1825 Love Making.



1544 In Normandy.



1540 The Fisherman's Return.



1541 The Doctor.



1525 Washington Crossing the Delaware.



1548 The Village Church.



1412 The Combat.



1413 At Bay.



1564 Birthplace of Howard Payne.

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1550 Winter Evening.



1554 Flowers of May.



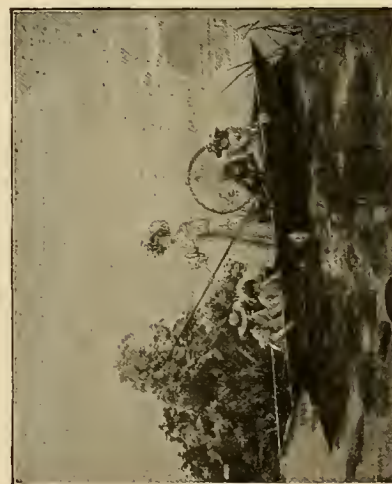
1552 Home Again.



1551 On the Lake by Moonlight.



1549. An Enemy in Camp.



1555 The Song of Spring.



1557 Sunset on the Hill.



1469 Water Lilies.



1553 Hitting the Pipe.

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1473 Ducks.



1472 Pigeons and Rabbit.



1468 Yellow Roses.



1476 Peaches.



1474 Assorted Fruits, No. 2.



1475 Pears.



1892 Happy Childhood.



1893 Two of a Kind.



1894 On Guard.

Our Latest Fruit Subjects

Size 16x20

Hereon for the first time, we show nine new fruit pictures, just from the press, and to say that they are beautiful beyond description is but placing it mildly. These are certainly the best that

we have ever been able to show. They come in beautiful blended colors, giving the fruit they are supposed to portray that natural fruit color, so often lacking in pictures of this class.

ABOUT FRAMES.

We show elsewhere in this book many beautiful frames especially suited to these pictures. Friends and patrons can have them

framed by us or buy them in the sheet, as will best suit their convenience.

OUR LOW PRICES:

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7 by mail	1.00

3 by mail50
1 by mail20



1850



1851



1852



1853



1854



1855



1856



1857



1558

Home and Farm Scenes

Size 16 x 20

We produce herewith eight beautiful home and farm scenes made famous by poet and song. The scenes are in soft tinted colors, soft as the moonlight. They are so real, so true and so touching, that description in mere words is inadequate. It takes the picture itself to arouse a true feeling of their worth and beauty. We truthfully state that in no time in our long career,

more than 17 years in active business, have we ever seen a line of pictures that can be so strongly recommended to friends and patrons as these. Attention is called to No. 1867, which is a new picture representing a Watermelon. Each of these pictures is in soft blended colors, making them as true to life as it is possible for brush and canvas to do.

OUR LOW PRICES:

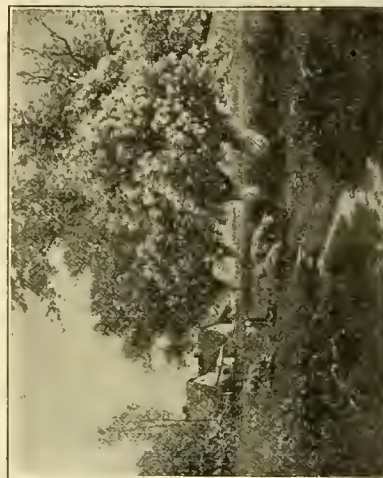
100 by express	\$8.00	3 by mail50
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7 by mail	1.00		

SPECIAL NOTE.

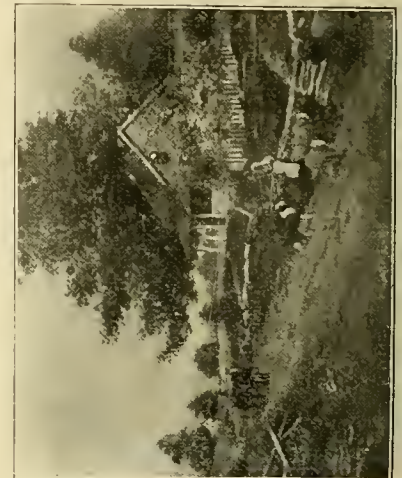
Frames found elsewhere in this catalogue to fit these pictures.



1859



1860



1861



1862



1863



1864



1865



1866



1867

American Scenes

Size 16x20

We illustrate hereon nine beautiful American Scenes, in rich, harmonious colors. We have selected only such scenes as are famous. Travelers go thousands of miles to see scenery less beau-

tiful, crossing the ocean, traveling through Europe, Asia and even Africa, when a more beautiful scenery might be seen on our American Continent.

Frames suitable for these pictures found in the first part of catalogue.

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7 by mail	1.00

3 by mail50
1 by mail20



1877 Delaware Water Gap, Pa.



1878 Pike Peak Trail, near Colorado Springs, Col.



1879 Kiss Me.



1880 Castle Gate, Utah.



1881 Washington's Crossing on the Delaware.



1882 I Don't Like You any More.



1883 Grand Canal.



1884 The Dalaware, at Milford, N. J.



1885 Fond Mothers.

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Size 16x20

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1868 In Crescent Gap, at Powy's, Pa.



1869 Horseshoe Falls from Goat Island.



1870 The Beautiful Valley of Bow River, Rocky Mountains, Can.



1871 Falls of the Little Gun Powder, Md.



1875 Lower Genesee Falls near Rochester, N. Y.



1873 The Little Gun Powder Canon, Md.



1874 Black Canon of the Gunnison, Col.



1872 Crysanthemums.



1876 Pink Roses.

Dining Room Subjects, Varnished

Size 16x20

We show hereon nine selected dining room subjects, size 16x20, on strong heavy stock, varnished. These subjects may be framed without glass if desired, though we recommend that glass be used.

We selected these subjects because of their beauty. They are from the original paintings by famous artists and should appeal to all with force.

OUR LOW PRICES:

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1 by mail, postpaid20



1419 Fruits and Wines.



1422 Peaches, Melon and Grapes.



1427 The Choice of the Season.



1421 Selected Game.



1423 Grapes, Pears and Figs.



1424 Fair to See and Sweet to Eat.



1425 Choice Flowers.



1420 Fruits and Flowers.



1526 Odors and Sweets.

New Phototones

Size 16x20

Suitable frames in the first part of the book.

The latest production in new pictures. These goods are sure to sell. They come in black and white on good strong paper and the subjects were selected with great care. No mistake can be made in ordering these pictures, for they are sure to sell.

PRICES:

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12 by mail, postpaid	1.00		



1456 Pharaoh's Horses.



1451 Wild Horses.



1450 Spirited Horses.



1462 Seeking Shelter.



1457 Setter and Duck.



1465 Morning Flight.



1454 He's All Right.



1458 St. Bernard.



1453 Newfoundland.

New Phototones

Size 16x20

Suitable frames in the first part of the book.

The latest production in new pictures. These goods are sure to sell. They come in black and white on good strong paper and the

subjects were selected with great care. No mistake can be made in ordering these pictures, for they are sure to sell.

PRICES:

100 by express\$5.00
50 by express 3.00
12 by mail, postpaid 1.00

3 by mail, postpaid40
1 by mail, postpaid15



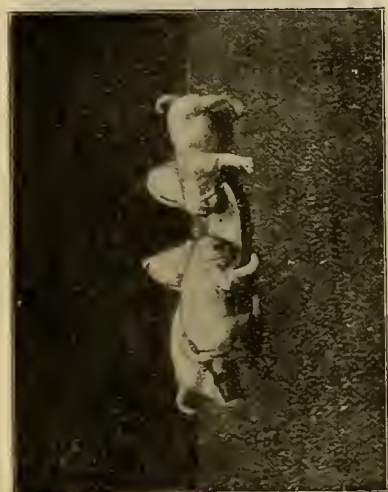
1464 Not Afraid.



1460 Lion and Lioness.



1461 Lion Head.



1459 Puppies.



1466 Mooses' Duel.



1467 A Meeting Place.

Camp Fire Scenes--Size 16x20--In Colors

50 By Express.....\$8.00 10 By Mail.....\$2.00
25 By Express..... 4.50 1 By Mail..... .25



1435 Camp Fire No. 4.



1436 Camp Fire No. 3.



1437 Camp Fire No. 2.

Imported Oleographs, Embossed and Varnished

Size 16 x 20

On heavy paper in natural colors

10 by mail, postpaid\$2.00
1 by mail, postpaid25



1430 Time of Sowing.



1431 By the Cooling Stream.



1428 At the Close of Day.



1429 The Last Load.

Beautiful Hunting Scenes.

Size 14 x 28
In Colors



1292 Hunting Scene.



1295 Hunting Scene.

OUR LOW PRICES:

100 by express\$15.00
50 by express 8.00
25 by express 4.50
4 (one each) by mail80
1 by mail25

Original Landscapes—Continued.

100 by express\$20.00 25 by express\$6.00
50 by express 11.00 10 by mail 3.00



No. 1075. The Golden Sunset



No. 1074. The Silver Moonlight

Two New Pictures in Imitation Oil. Size 16 x 20.

10 by mail\$1.20
1 by mail25



1440 A Temperance Drinker.



1439 Early Breakfast.

Game, Fruit and Marine Subjects

Size 12 x 24

Nos. 1123 and 1120 are beautiful marine subjects, size 12x24; the others, game, fruit and fish subjects. No house in America carries a better line than we, or uses greater care in making the selection. Not only this, we list suitable frames for these subjects. On page 93 will be found frames made expressly for these pictures. There is a demand for these goods. You can sell them at a profit. There is no excuse for your delay in ordering. Big stock ready to ship.

Important Note.—There is a difference in the quality of sheet pictures. Cheap prices too often mean cheap goods; cheap goods means loss of customers, and that in turn loss of profit. Beware of cheap, trashy goods unless you mean to retire from business and aim to soak the public as a parting shot.

OUR LOW PRICES:

100 by express	\$8.00
50 by express	4.50
25 by express	2.50
12 by mail	1.50
1 by mail .....	.30



1123 Sunset on Buzzard Bay.



1120 Moonlight on the Sound.



1126 Mackerel and Bass.



1125 Duck and Squirrel.



1122 Grapes, Plums and Pears.



1121 Weakfish, Perch and Striped Bass.



1119 Apples.



1124 Grapes.



1127 Quail and Rabbit.



1118. Wild Ducks.

Original Landscapes—Continued

Size 16x24—Look Better Framed. See page 76.

100 by express	\$20.00
50 by express	11.00
25 by express	6.00

10 by mail.....	\$ 3.00
3 by mail.....	1.00
1 by mail.....	.40



1084 Morning.



1086 Sunrise.



1085 Afternoon



1078 Early October Days.



1079 Evening on Long Island.



1077 A Glorious Sunset.



1083 Fisherman's Village on the Chesapeake.



1087½ In Quiet Retreat.

Pastel Panels

Size 14x28



1018 A Summer Day.

Nothing so pretty as panels if good. Our subjects were chosen with the same care that one exercises in selecting a suit, an overcoat or a watch. This assures our patrons that the pictures shown here are choice, and good enough for the best home. Frames to fit on page 81.

OUR LOW PRICES:

100 by express	\$8.00
50 by express	4.50
25 by express	2.50
8 by mail	1.00
1 by mail .....	.15



1019 Meadows at Willow Grove.



1017 In the Meadows.

FIVE NEW FAC-SIMILE PANELS.

Made exclusively for panels in size 14x26, can be matted to 16x28 if desired. We list them 14x26 without mats. These panels are best on the market and guaranteed strictly first-class or back goes your money without "back talk." Our reputation of fifteen years' "square dealing" is back of the guarantee. Printed on best stock in harmonious colors, pleasing to the eye. Many million will be sold. Remember size, 14x26.

PRICES:

100 by express.....	\$8.00	8 by mail	\$1.00
50 by express.....	4.50	1 by mail.....	.15
25 by express.....	2.50		

ABOUT SUITABLE FRAMES.

The average picture, regardless of its merit, looks ten times better if fitted into a suitable frame. On page 78 will be found frames made expressly for Panels and no pains or time were spared to select only such patterns as harmonize perfectly with the picture. Fifteen years of practical picture framing should count in our favor and should inspire confidence.



1015 Winter Sunset, Arizona.



1014 Winter, Holland.



1020 A Cool Spot.



1021 Cows at the Brook.



1016 Valley Green.

Still Life Panels in Game, Fish and Fruits

Size 16x28 Varnished

This line of panels appeals to the better grade of trade. It's a line good enough for any home; in fact, is sold to the "upper ten."

These pictures are varnished. They may be framed with or without glass. If no glass is used, may be sponged at will, always keeping them clean and fresh. At the same time a picture looks well under glass. You may judge. We leave our friends to decide for themselves.

About frames. On page 78 will be found frames made expressly for these subjects. No pains or expense have been spared in getting everything right.

The grade of these pictures is far above the cheap variety often sold as high grade goods. We refund the "cold cash" if you don't like these.

PRICE IN SHEET.

100 by express	\$20.00	6, one each, by mail.....	\$ 1.50
50 by express	11.00	1 by mail.....	.30
25 by express	6.00		



1285 Grapes, Apples, Plums.



1284 Muscatel Grapes.



1282 Wood Duck and Quail.



1287 Bass, Weakfish and Shad.



1283 Pigeons and Ducks.



1286 Duck, Rabbit and Woodcock.

Fac-Simile Pastels

Size 20x24

We carry the largest assortment of pastels in Chicago. Our line shows all the latest subjects and best selling pictures. You can not miss it far in selecting our goods.

A word about pastels. Remember these goods are often imitated, although our subjects are copyrighted. Imitations are always inferior to the original and should be avoided. What difference does a half cent make if you get the best? That's what you get when you purchase from us.

Our prices lowest. Our prices are low if you consider quality; high, if compared with cheap, rotten goods. One dollar is worth one dollar—no more, no less. Remember that.

OUR LOW PRICES:

25 by express.....	\$2.00
11 by mail.....	1.00
1 by mail.....	.15



1312 Queen Anne Cottage.



1313½ Great South Bay.



1302 Easter Morning in the Catskills.



1303 Anthony's Nose on the Hudson.



1301½ By the Running Brook.



1304 The Old Water Mill.



1306½ Sheep in Pasture.



1305½ Cows in Pasture.

Fac-Simile Pastels

Size 20x24

We carry the largest assortment of pastels in Chicago. Our line shows all the latest subjects and best selling pictures. You cannot miss it far in selecting our goods.

A word about pastels. Remember these goods are often imitated, although our subjects are copyrighted. Imitations are always inferior to the original and should be avoided. What difference does a half cent make if you get the best? That's what you get when you purchase from us.

Our prices lowest. Our prices are low if you consider quality; high, if compared with cheap, rotten goods. One dollar is worth one dollar—no more, no less. Remember that.

OUR LOW PRICES:

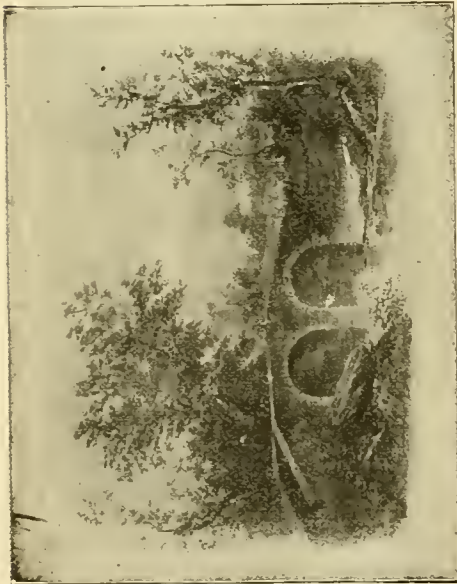
25 by express	\$2.00
11 by mail	1.00
1 by mail .....	.15



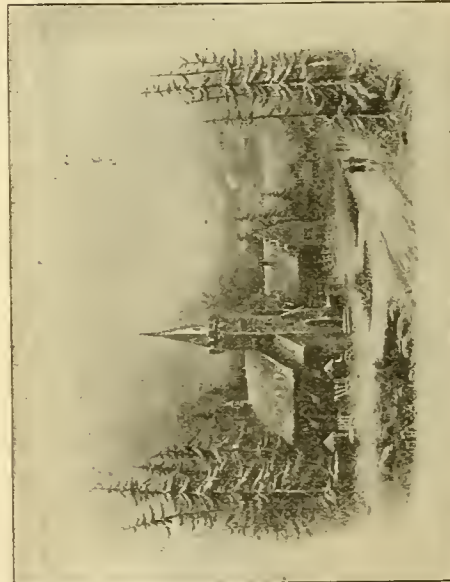
1315 A Winter Sunset in New England.



1316 Summer Moonlight on Lake Chautauqua.



1314 The Old Stone Bridge.



1367 Winter Moonlight—Christmas Eve.



1308 Royal Desert.



1309 The Old Water-Mill.



1311 By the Silver Stream.



1310 Oranges and Grapes.

Sales are Assured

The constant demand for a high grade picture, showing domestic animals, has induced us to list six original subjects, in colors, posed from life, by noted artists.

These excellent pictures should not be confused with the cheap rubbish so often displayed. These subjects are works of art.

OUR LOW PRICES:

25 by express.....\$5.00
12 by express.....2.50

1 by mail......25



1297 Cocker Spaniel.



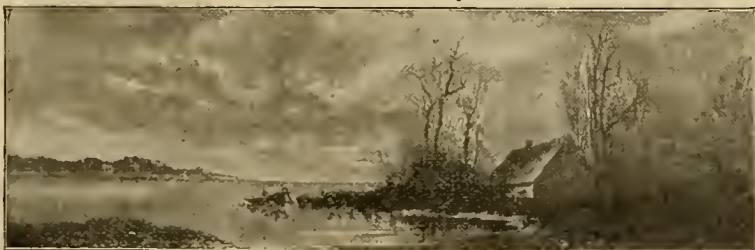
1298 English Setter.

Photo-Color Panels

Size 10x30. In Colors.

Special stress is laid upon the five pictures shown hereon. Mere cuts or descriptions do not convey the beauty of these panels. Two of the number are semi-comic, numbers 1022 and 1023, and should be ordered in sets of two, as they are companions. See page 87 for these framed complete. Big money in panels.

100 by express.....\$30.00 25 by express.....\$8.50
50 by express.....16.00 1 by mail......35



1024 Sunrise.



1025 Afternoon.



1026 Morning.

Multi-Colors

Size 12x17

Not one in fifty can tell a "Multi-Color" from a FREE-HAND Pastel. In fact, in the frame one is puzzled to know. The sale of "Multi-Colors" was assured before they ever came from the stone.

In colors showing all the shades of the pastel, on heavy stock, size 12x17, but we mat them to 20x24, using a shade of mat to exactly suit the subject. Can be fitted into any 20x24 frame when matted.

100 matted, by express.....\$25.00
50 matted, by express.....13.00
25 matted, by express.....7.00
10 matted, by mail.....3.00
1 matted, by mail......40



1032 A Spring Blossom.



1026 1/2 The Golf Girl.



1031 A Matinee Girl.



1033 The Studio Girl.



1029 Sweet and Twenty.



1028 The Carriage Waits.

Religious Subjects in Oleograph

Size 20x28

There is a never ceasing demand for large pictures of religious subjects. The subjects on this and page 166 are the best the market affords and come on good, strong stock in colors, varnished. They may be framed with or without glass. (We recommend glass). The size, 20x28, makes them suited to many purposes, especially to churches, halls, lecture rooms, etc. Also to private homes where there is large wall space.

About Frames. On various pages throughout this book are many frames well suited to these pictures. No picture is complete unframed. The proper framing helps the picture just like suitable clothing improves the man.

Our stock is large in both pictures and frames and all orders can be filled in one or two days, from receipt of same.

OUR LOW PRICES:

12 by express.....\$3.60
1 by mail......40



1355 Pope Pius the X.



1353 Ecce Homo.

Idle Men Are Foolish

for remaining without employment.

The picture business is the easiest, most profitable and requires less training than any line.

No money is needed—we furnish the goods, let them be delivered, money collected before anything is to be paid. In another sense, you simply show samples, book the orders and collect the money. You keep all above actual wholesale cost, which in most cases is about 75 cents out of every dollar. We get 25 cents and you 75 cents of every dollar collected.

You need only samples to start. These are free to earnest and honest agents.



1350 Mater Deloroso.

Success Is Yours

Almost anyone with ordinary intelligence can make a great success in the picture business for the reason that our samples are so attractive and instructions so clear that anyone willing to show the samples can soon book orders enough to make him good money.

Then, too, we take all the risk. The goods are shipped to our agents on thirty days' time. That allows him to deliver, collect and from the money collected from his subscribers pay himself and us only for the goods delivered. We take all the risk.



1349 Sacred Heart of Jesus.

The World Must Have Religion

Man's nature absolutely requires some form of religion. It's the better instinct in man—the part that reflects the "likeness and image" of his Maker.

Therefore, sacred pictures are good sellers and find their way into homes of almost all citizens.

Any of these framed appropriately will make a good show, command a good price and will soon help to build up a good business.



1351 Sacred Heart of Mary.



1348 The Holy Family.

Imported High Grade Oleographs

Size 20x28 Varnished

The thousands who buy these big, fine pictures appreciate the high quality and low price. The subjects are all choice, come varnished or glazed, and may be framed with or without glass. (We recommend glass.) Remember, they come on good, heavy stock in many colors.

OUR LOW PRICES:

12 by express.....\$3.60
1 by mail......40



1352 St. Anthony.



1356 Othello Relating His Adventures.



1354 The Lord's Supper.



1360 Coast of Sweden Near Tromsø.



1357 Autumn Day.

Imported High Grade Oleographs

Size 20x28 Varnished

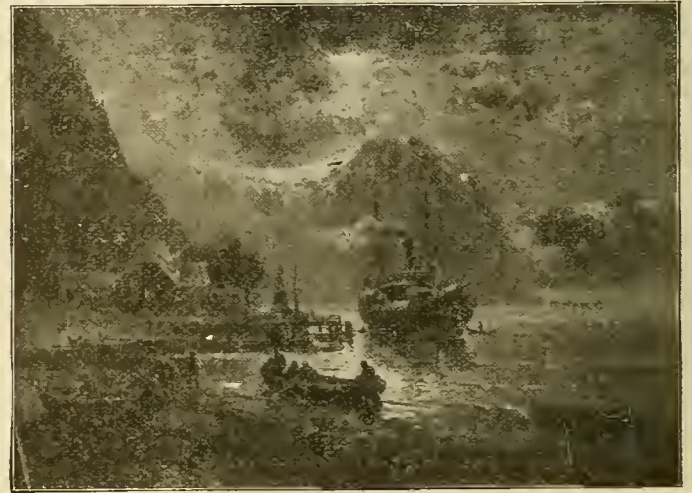
The thousands who buy these big, fine pictures appreciate the high quality and low price. The subjects are all choice, come varnished or glazed, and may be framed with or without glass. (We recommend glass.) Remember, they come on good, heavy stock in many colors.

OUR LOW PRICES:

12 by express.....	\$3.60
1 by mail.....	.40



1358½ Stolen Kisses.



1359 Hardanger Fjord, Norway.



1362 Spring Day.



1363 Summer in Holland.



1347 Christmas in the Country.



1361 Othello Before the Doge of Venice.

Imported High Grade Oleographs

Size 20x28 Varnished

The thousands who buy these big, fine pictures appreciate the high quality and low price. The subjects are all choice, come varnished or glazed, and may be framed with or without glass. (We recommend glass.) Remember, they come on good, heavy stock in many colors.

OUR LOW PRICES:

12 by express.....	\$3.60
1 by mail.....	.40



1319 Flying Stags.



1317 Does.



1339 An Interrupted Proposal.



1321. Windmill Near Schleswig.



1318 The Forge of a Castle.



1322 Christmas Eve.

Imported High Grade Oleographs

Size 20 x 28 Varnished

The thousands who buy these big, fine pictures appreciate the high quality and low price. The subjects are all choice, come varnished or glazed, and may be framed with or without glass. (We recommend glass.) Remember, they come on good, heavy stock in many colors.

OUR LOW PRICES:

12 by express.....	\$3.60
1 by mail.....	.40



1345 Midsummer at the Farm.



1346 The Miller's Home.



1341 Her First Recital.



1340 Please Dance With Me.



1343 Courtship.



1342 Marriage.

Imported High Grade Oleographs

Size 20 x 28 Varnished

The thousands who buy these big, fine pictures appreciate the high quality and low price. The subjects are all choice, come varnished or glazed, and may be framed with or without glass. (We recommend glass.) Remember, they come on good, heavy stock in many colors.

OUR LOW PRICES:

12 by express.....	\$3.60
1 by mail.....	.40



1334 A Tempting Display.



1335 The Backwoodsman's Christmas.



1332 An Interesting Story.



1330 His Three Faithful Friends.



1328½ The Proposal.



1336½ Gems From Florida.

Imported High Grade Oleographs

Size 20 x 28 Varnished

The thousands who buy these big fine pictures appreciate the high quality and low price. The subjects are all choice, come varnished or glazed, and may be framed with or without glass. (We recommend glass.) Remember, they come on good, heavy stock in many colors.

OUR LOW PRICES:

12 by express.....	\$3.60
1 by mail.....	.40



1325 Birds.



1327 A Delight to Heart and Eye



1331 Delicious Fruit.



1326 A Royal Treat.



1328 Fish and Lobsters.



1336 Gems from Florida.

PRETTY YARDS IN ANIMALS, FRUITS AND FLOWERS

Hereon will be found ten subjects, yard size, 8x36, in colors on strong paper. Frames to fit on page 87.
 OUR LOW PRICES—100 by express.....\$6.00 50 by express.....\$3.50 25 by express.....\$2.00 1 by mail.....\$0.15



1001. Shower of Violets



1002. Shower of Roses



1003. Shower of Tulips



1004. Shower of Fruit



1005. Shower of Pansies



1006. Shower of Sweet Peas



1007. Shower of Fruit No. 2



1008. Yard of Pussies



1009. Yard of Puppies



1013. Shower Wild Roses

“Scene-o-Graphs”

Size 11x15



1238. Green pastures and Still Waters



1239. Deadman Head, Cornwall



1240. The Village Pond



1241. Near Bummouth, Berwickshire



1242. Near Filey, Yorkshire



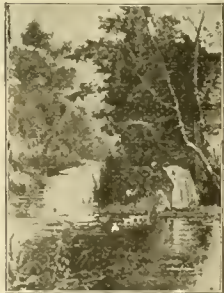
1243. Forest Land



1246. Keeping Him Company



1247. The Harvest



1248. Watching the Ducks



1249. Gathering Wild Flowers

Our New Photo-Tones

Size 10x10, or 10-in. Circles

On page 68 will be found frames made expressly for these phototones. The six subjects shown here are the most popular and will prove fast sellers. Some of the subjects are old, but the size is new and was made to fit 10-inch circular frames.

Nothing more attractive than nice photo-tones neatly framed. Big money to the fellow who pushes these pictures, either in sheet or framed.

OUR LOW PRICES.

100 by express.....	\$2.50
50 by express.....	1.50
25 by mail.....	1.00
1 by mail.....	.10

The new picture which now stands at the head. “Scene-o-graphs” are scenes in oil, or something like oil. We might say embossed oil, for they look something like that, only better and more lifelike, and are by far the hit of the season.

A series of twelve makes the assortment. The scenes are noted, many of which are in England, Scotland, Ireland, Germany and Sweden. The series will be increased from time to time, just as fast as good subjects can be produced. The present assortment is excellent and are great big sellers, being marine, farm and woodlands.

The size is such that the picture may be matted to fit 14x17, 16x20, or cut to fit 11x14 frame. Many mount them to 16x20. They are extremely pretty when fitted into a deep all gilt high back frame, so many of which are shown in this book.

You can make money selling these goods.

OUR LOW PRICES.

100 by express.....	\$25.00
50 by express.....	13.00
25 by mail.....	7.00
10 by mail.....	3.00
1 by mail.....	.35



1244. Hill and Dale



1245. Henwick's Bay, Cornwall



1250. Ruler of the Flock



1251. I Wish You Could Speak



1252. Three of a Kind



1253. Spirited Horses



1254. Pharaoh's Horses



1255. Frightened Horses

Facsimile Pastels in Colors (Size 11x14)

There's an honest difference in the quality of sheet pictures. The cost is in the printing. Where two or three colors only are shown, the Facsimile does not do justice to the picture it represents. Most panels are copied from masterpieces almost priceless in value, and contain from ten to twenty-five distinct printings. No less will

produce the effect desired. There are Pastels in three colors. They are cheap imitations, generally on thin, rotten paper. They are expensive at any price. There are good Pastels, in many colors, all guaranteed, or money back. We show the good kind here.

OUR LOW PRICES:

100 by express.....	\$2.50
50 by express.....	1.50
25 by mail.....	1.00

11 by mail.....	.50
1 by mail.....	.10

Frames to fit on pages 36 to 60.



1236½ A Summer Evening.



1231½ Silent Waters.



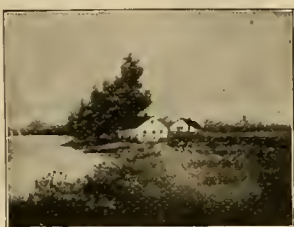
1235½ A Good Finish.



1221½ Changing Pastures.



1218 A River Road.



1219 Down on the Farm.



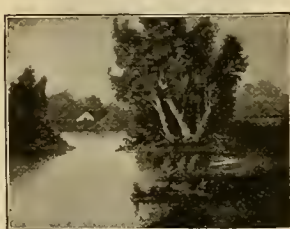
1220 Autumn.



1233½ Land of Milk and Honey.



1222 Queen Anne Cottage.



1225 A Shady Brook.



1221 A Mountain View.



1209 Cherries and Melons.



1226 The Twin Oaks.



1206 A Dainty Dish.



1228 After Marriage.



1229 Before Marriage.



1205 Choice Fruits.



1231 A Winter Sunset in New England.



1232 Sunset at the Dells.



1233 Winter Moonlight.



1188 Ducks.



1213 Quails and Pheasants.



1210 Strawberries and Pears



1237 Winter Moonlight Christmas Eve.

Facsimile Pastels in Colors

Size 11x14

OUR LOW PRICES:

There's an honest difference in the quality of sheet pictures. The cost is in the printing. Where two or three colors only are shown, the Facsimile does not do justice to the picture it represents. Most panels are copied from masterpieces almost priceless in value, and contain from ten to twenty-five distinct printings. No less will produce the effect desired.

100 by express.....	\$2.50
50 by express.....	1.50
25 by mail.....	1.00
9 by mail.....	.50
1 by mail.....	.10

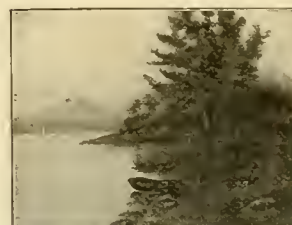
Frames to fit on pages 36 to 60.



1235 Silver Moonlight on the Delaware



1190 Sailing.



1191 The Fisherman's Rest



1192 The Old Water Mill.



1193 La France Roses.



1194 Alone.



1195 Summer Moonlight on Lake Chautauqua.



1196 A Farm Scene.



1197 Grapes and Peaches



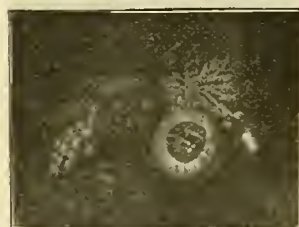
1198 Roses No. 3.



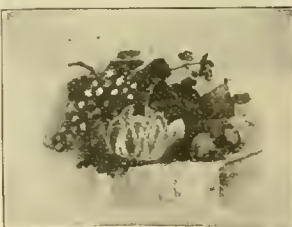
1199 Roses No. 2



1200 Roses



1212 Delicious Fruits



1202 Fruit



1207 Southern Fruits



1204 Grapes and Oranges

PRICES IN SHEET

100 by mail.....	\$2.50
25 by mail.....	1.00

Water Colors

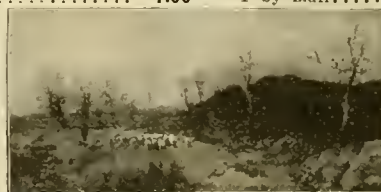
Size, 5x10
Ten Subjects—Nine Only Shown.

PRICES IN SHEET

10 by mail.....	.50
1 by mail.....	.10



1270



1275



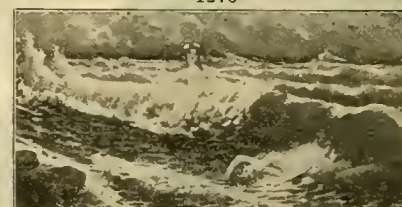
1276



1271



1274



1279



1272



1277



1273

Great Bargains in "Poly-Tones"

Size 6 x 8

The New Picture—"Poly-Tone." Poly means many and Tones, colors; hence, "Poly-Tones," applied to pictures, means pictures of many colors. Most beautiful assortment, and many thousands in stock.

Frames to fit on page 86.

PRICE IN SHEET:

100 by express.....	\$1.00
50 by mail.....	.75
25 by mail.....	.50
10 by mail.....	.25
1 by mail.....	.10



1068 Pharaoh's Horses.



1058 Family Cares.



1057 Her Absent Lover.



1051 Prayer.



1049 Purity.



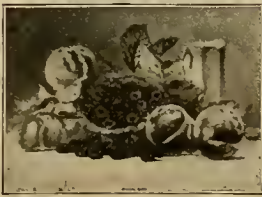
1055 Fond Sisters.



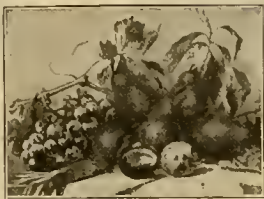
1065 Little Mother.



1054 Polly's Bath.



1069 Choice Fruits.



1060 Bartlett Pears.



1053 The Jewels.



1052 Music and Thoughts.



1048 A Fancy Dance.



1050 Confiding



1046 "Caught."



1047 A Pleasant Surprise.



1062 Friends or Foes.



1067 Chums.



1064 What Is It?



1063 A Full Harvest.



1066 A Temperance Party.



1056 You Dirty Piggy.



1061 Can't You Talk?



1059 Four Little Scamps.

High Grade Post Cards. Big Assortment



NO. 25 "MOTTO SET"
Twenty-four cards, silver background. Motto on each.
1 set, 24 cards, by mail. \$0.25
12 sets, 288 cards, by mail. 1.50
50 sets, 1200 cards, by exp. 4.00



NO. 22 "KISSING SET"
Six cards, colored. Comical set. Attitudes of the kiss.
5 sets, 30 cards, by mail. \$0.25
12 sets, 72 cards, by mail. .50
100 sets, 600 cards, by exp. 2.75



NO. 23 "SPOONER SET"
Twenty cards, "two-tone blue"; silver border, with verse.
1 set, 20 cards, by mail. \$0.25
6 sets, 120 cards, by mail. 1.00
50 sets, 1000 cards, by exp. 6.00



NO. 27 "LANDSCAPE SET"
Thirteen cards in colors. American scenes with title.
1 set, 13 cards, by mail. \$0.25
12 sets, 156 cards, by mail. 1.80
50 sets, 650 cards, by exp. 3.00



NO. 24 "ART CARD SET"
Twenty cards, colored, landscapes, hunting, windmill and farm scenes.
1 set, 20 cards, by mail. \$0.25
6 sets, 120 cards, by mail. 1.00
50 sets, 1000 cards, by express. 6.00



NO. 33 "COWBOY SET"
Twelve scenes of "Cowboy's and Cowgirl's Life." Various attitudes. In colors.
1 set, 12 cards, by mail. \$0.25
12 sets, 144 cards, by mail. 1.25
50 sets, 600 cards, by express. 3.50



NO. 29 "MARINE SET"
Twenty-five cards in colors with gold border. Marine scenes. Magnificent cards.
1 set, 25 cards, by mail. \$0.25
12 sets, 300 cards, by mail. 2.00
50 sets, 1250 cards, by express. 5.00



NO. 26 "BIRTHDAY SET"
Six cards, embossed floral designs, gold borders. Appropriate for birthdays.
6 sets, 36 cards, by mail. \$0.25
12 sets, 72 cards, by mail. .40
100 sets, 600 cards, by express. 2.75



NO. 31 "QUOTATION SET"
Twenty-four cards; blue background; flowers in colors; with quotations.
1 set, 24 cards, by mail. \$0.25
12 sets, 288 cards, by mail. 1.50
50 sets, 1200 cards, by express. 4.00



NO. 32 "FLORAL SET"
Sixteen cards; gold background, floral designs.
1 set, 16 cards, by mail. \$0.25
12 sets, 192 cards, by mail. 1.50
50 sets, 800 cards, by express. 3.00



NO. 34 "ART SET"
Twenty-three cards, with art center. Garden, farm, church, marine scenes. Mat in hearts, diamonds, circles, ovals, squares.
1 set, 23 cards, by mail. \$0.25
12 sets, 276 cards, by express. 2.00
50 sets, 1150 cards, by express. 5.00



NO. 30 "AUTHOR SET"
Twenty-five cards, gold background, floral designs. Each has sayings from famous authors.
1 set, 25 cards, by mail. \$0.25
12 sets, 300 cards, by mail. 2.00
50 sets, 1250 cards, by express. 5.00



NO. 28 "JUVENILE SET"
Seventeen cards, gold borders, in colors. Children and animals in various attitudes.
1 set, 17 cards, by mail. \$0.25
12 sets, 204 cards, by mail. 2.00
50 sets, 850 cards, by express. 5.00

Big Assortment of Post Cards

New De Luxe Edition

PRICE DE LUXE EDITION.

1 box, 50 cards, by mail.....	\$ 0.40
6 boxes, 300 cards, by mail.....	2.10
12 boxes, 600 cards, by express.....	3.60
25 boxes, 1250 cards, by express.....	6.00
100 boxes, 5000 cards, by express.....	20.00

PRICE PLAIN EDITION.

1 box, 50 cards, by mail.....	\$ 0.35
6 boxes, 300 cards, by mail.....	1.80
12 boxes, 600 cards, by express.....	3.00
25 boxes, 1250 cards, by express.....	4.50
100 boxes, 5000 cards, by express.....	15.00



"The Masters" Assortment No. 35

Fifty magnificent Post Cards, the only edition of its kind in the known world of copies of 50 of the greatest and most renowned paintings of the world, representing the masterpieces of 34 of the world's greatest painters. This magnificent De Luxe Edition presents the pictures exact in color, detail and magnificence of the original paintings. Full description of each picture is printed on the back of the card, with a history of the artist and where the

picture is found today. This magnificent set of Cards is considered to be the most beautiful photographic reproduction in colors of the Masters ever published. Each set is packed in a beautiful De Luxe Box, gold embossed, Levant soft top.

The cheaper edition is only different from the De Luxe in the boxes, as plain boxes are used, which makes a difference in the price. (See price above.)

"Grand Tour of the United States"

Assortment No. 36

Copyrighted edition of 50 hand colored photographic Post Cards of a grand tour of the United States. Finished in German glaze, with full description on each card. This magnificent series is considered the most artistic and beautiful edition of its kind ever published. The De Luxe Box is cloth covered with gold embossed ornamentation and Levant padding or soft top—a very beautiful and artistic package.

The same card, not glazed or finished, in plain cardboard box, identically the same subjects, full description on back, etc. No difference excepting in price. (See price above.)



"Tour of the World"

Assortment No. 37



Fifty colored photographic reproductions of all the wonderful places in the world, which includes trip through southern Europe, Asia and across the continent, taking in the historical places of the world, including the great architectural wonders, with full description of each view on back. This unique and magnificent edition is made from original photographs and has all the effects of hand colored prints.

These are made up in two styles: The De Luxe Edition is a beautiful gold embossed cloth box, with Levant padding or soft top. The Cards are all finished in burnished glaze celluloid, and have all the effects of the highest priced Card made. The other, a cheaper box, is made of plain cardboard, and the Cards are not finished with the celluloid glaze, but otherwise they are exactly the same excepting in price. (See price above.)

Good Stereoscopes—Prices 25, 35, 45 and 60

STEREOSCOPE NO. 29.

This is a fairly high grade scope, better than sold by many venders. We offer it with the understanding that it may be returned if not O. K.

Description—Scope No. 29 is made of well seasoned hardwood, not varnished, movable handle, veneer hood, adjustable view holder, good clear lens, workmanship guaranteed. An article that stands test and pleases purchaser.

Price, each.....\$ 0.25
Price, per dozen.... 2.50
Price, per gross..... 28.00

STEREOSCOPE NO. 30.

Good medium grade scope, made of good grade hardwood, polished, movable handle, adjustable view holder, good clear lens. Hood copperized gun metal, plush lined.

This scope is fully guaranteed. We recommend it.

Price, each.....\$ 0.35
Price, per dozen. 3.60
Price, per gross.. 34.00

STEREOSCOPE

Scope No. 33 is a good, clean deliverable scope, made to serve a particular class of customers. The workmanship is the best, and the appearance is that of a truly high grade article.

Description — Scope No. 33 is made of the best hardwood, varnished, movable handle and adjustable view holder, aluminum hood, plush trimmed, hand engraved. The lens are extra strength. The whole first-class.

Price, each.....\$ 0.45
Price, per dozen. 4.80
Price, per gross. 45.00

STEREOSCOPE NO. 34.

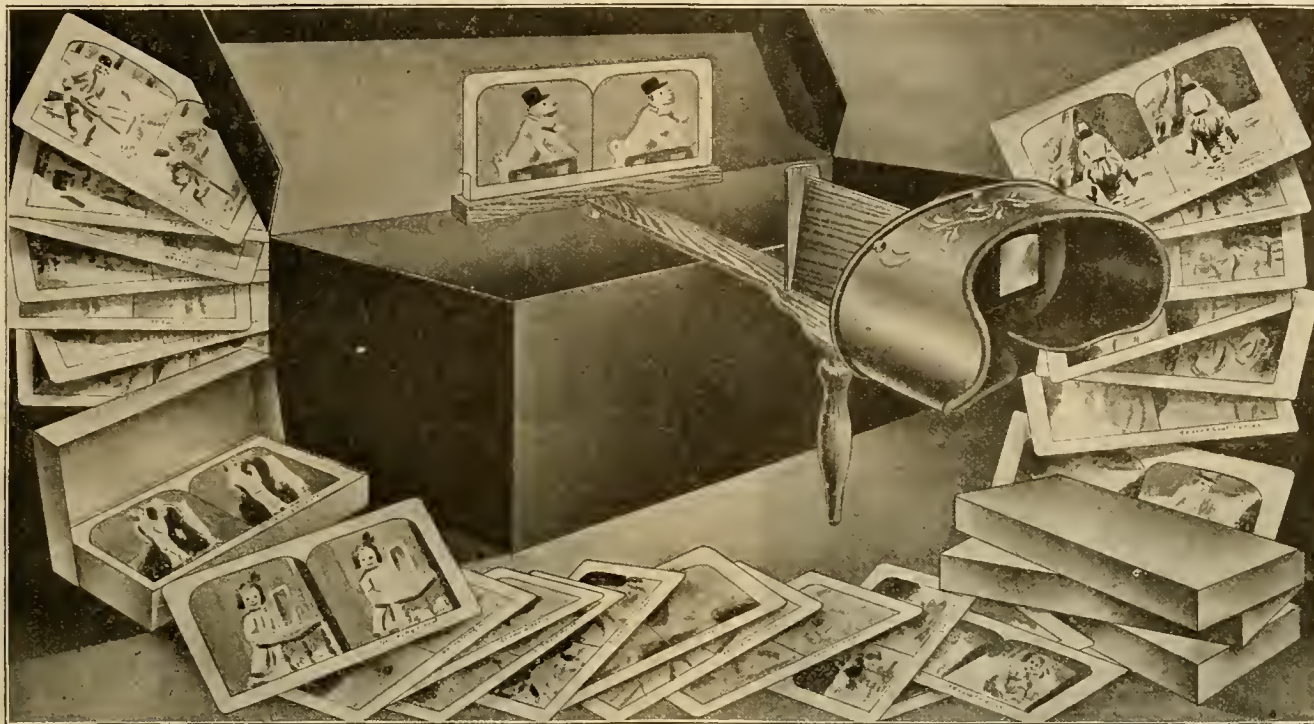
This scope is our very best, and is good enough for the "King." It's an article that can be and is sold to the best trade. We strongly urge its sale, for it's guaranteed O. K. in all particulars.

Description—Scope No. 34 is made of the best hardwood, highly polished, movable handle and adjustable view holder, aluminum hood, hand engraved, plush trimmed. Lens double strength, ground and adjusted to suit. The whole first-class.

Price, each.....\$ 0.60
Price, per dozen.... 6.00
Price, per gross.... 50.00

Stereoscopic Department

Twenty-five views to the box.
 Price per box by mail.....\$0.25
 Price per 100 by mail......75
 Price per 1,000 by express..... 5.00



STEREOSCOPIC VIEWS

On this and the following pages will be found the best assortment of stereoscopes and views ever offered any one by any house. Our views are the newest and best and consist of more subjects than any published anywhere. We have views from all corners of the earth. From far-away Iceland, Greenland, Spitzbergen and the remotest spots inhabited by man. We show views of the tropical and semi-tropical countries, including Central and South America, Mexico, Cuba and the United States foreign possessions, of north temperate zone, of all the noted cities, waterfalls, bridges, forests rivers, lakes and waterways. Of all the principal buildings in all the great centers of civilization, including the American and

foreign capitals, courts and temples. Of all races, civilized and semi-barbaric, including Indians, Hottentots and the Bushmen of Africa. Of the fashionable set, showing court scenes, gatherings like picnics, etc. In fact, any and all things of interest on this and other continents. No collection better or more complete.

Our religious line is complete. We have more religious views than any house, including all important phases of Christ's life. Series embracing His life from the cradle to the grave; series showing His betrayal, trial and execution; series showing His healing, preaching and resurrection. In fact, this department is complete and full. Read the descriptions on the following pages.

No. 101—HISTORICAL SPOTS OF AMERICA.



In Colors. Faneuil Hall, Boston.

Twenty-five views of the most famous historical places in America, including the famous historical spots of the American Revolution. Faneuil Hall, Boston, the Cradle of Liberty, and other interesting historical places.

No. 102—A VISIT TO WASHINGTON.



In Colors. Washington's Tomb, Mt. Vernon.

Twenty-five views of the great sights in Washington, and a visit to Mount Vernon and Arlington Cemetery. This set includes views of the exterior of the Capitol and White House, interiors of the East Room, Blue Room and Red Room in the White House, and Congressional Library, together with views of Mount Vernon, showing the tomb of Washington, and a visit to Arlington Cemetery.

No. 103—NIAGARA FALLS AND WATKINS GLEN.



In Colors. Ice Mountain, Niagara Falls.

Twenty-five Views of Niagara Falls in Winter and Summer, together with a visit to Watkins Glen. This set of Views show Niagara River in all its glory of Summer-time and its wonderful Winter clothes. They show the magnificent, prodigious ice domes, and the different formations only to be seen at this great wonder spot of the world. The Views of Watkins Glen are unique and every interesting.

No. 104—TOUR THROUGH DIXIE LAND.



In Colors. Old Slave Market, St. Augustine, Fla.

Twenty-five views of the principal places through the South, including cotton industries, gathering and shipping cotton and the lives of the darkies—in fact, a typical set of 25 magnificent pictures of the lives of the darkies in every sense of the word.

STEREOSCOPIC VIEWS Continued

Twenty-five views to the box.
 Price per box by mail.....\$0.25
 Price per 100 by mail......75
 Price per 1,000 by express.....5.00

No. 105—THE GREAT NORTHWEST AND A VISIT TO YELLOWSTONE PARK.



In Colors.
 Twenty-five views of Yellowstone National Park, including Views of the Garden of the Gods, Pike's Peak, etc. This series of views is perhaps the only series of its kind ever made, and reveals all the grandeur and beauty of Yellowstone National Park, such as has never been seen before, unless visited in reality. The Grand Canyon, Geysers, etc., are seen standing out in bold relief and it gives a person some idea of the great wonders of this wonderful Park.

No. 106—A TOUR OF THE PACIFIC SLOPE.



In Colors.
 Twenty-five Views of California and the Yosemite Valley and a trip to Alaska. There are five Views of Yukon and Alaska which are very interesting; six Views of the Yosemite Valley and six Views of the wonderful sights of this place, together with miscellaneous series of views of the principal points of the Pacific Slope.

No. 107—A TOUR OF THE BIG CITIES OF AMERICA.



In Colors.
 Twenty-five Views of New York, Chicago, Philadelphia Boston and other big cities. This series has been secured with the object of showing a few of the wonderful sights of the large cities. New York City is represented with the bridge, Grant's Tomb and several other places of interest. There are several Views of Chicago, showing the wonderful industrial pictures of that city, together with several Views of its beautiful Park system. Philadelphia is represented with several views, also Boston and other large cities.

No. 108—A TRIP TO THE PHILIPPINES WITH UNCLE SAM'S SOLDIER BOYS.



In Colors.
 Twenty-five Views of the life of the soldier boy in the Philippines. This set is considered the most unique set of its kind ever made, showing as it does, the life of our soldier boys in the far-away Philippines, and strong and interesting Views of the Filipinos and their method of living together with several Views of the Islands. It is a splendid series, both from an educational and entertaining standpoint.

No. 109—FIGHTING SHIPS OF UNCLE SAM'S SAILOR BOYS.



In Colors.
 Twenty-five Views of the great battleships and the life of the sailors at work and at play. If the public were all aware of the cost of the time and money to secure the Stereoscopic Views of the actual life on board the great battleships of the U. S. Navy, showing the gun drills of the sailors and that sort of thing, they would realize that a great deal of pains, and patience as well, had to be taken to secure these Views, which show the sailors at work, handling the massive guns on board the ships.

No. 110—LIFE OF CHRIST.



In Colors.
 Twenty-five Views of the Life of Christ, and reproductions of the great paintings of Christ's last moments on Calvary. This unique set is a revelation of what can be done with Stereoscopic Views, and by looking through the Scope we can almost see Christ breathing. In these Views His Life is shown from the manger to the cross, including a magnificent View of the crucifixion; also several tableaux and scenes of His last moments.

No. 111—TOUR OF PALESTINE AND THE HOLY LAND.



In Colors.
 Twenty-five Views of the Holy Land and scenes from the Bible, showing as we do a trip down the Nile and places made famous in Bible History. The Views show the manner and customs of the people, together with the historic spots marked by the life of Christ.

No. 112—TRIP TO CHINA, JAPAN AND THE ORIENT.



In Colors.
 Twenty-five Views of China and Japan, showing life in the great empires. A splendid set of twenty-five Views of China taken during the Boxers' Rebellion, together with the wonderful Views of Japan, including Iris Garden and interesting Views of the Orient. In fact this is the first set of twenty-five Views ever made up in a complete set.

STEREOSCOPIC VIEWS—Continued

Twenty-five views to the box.
 Price per box by mail.....\$0.25
 Price per 100 by mail......75
 Price per 1,000 by express..... 5.00

No. 113—A VISIT TO ROME AND VENICE.

**In Colors.**

Doge's Palace, Venice.

Twenty-five views of Rome and Venice which are simply magnificent and gorgeous, representing, as they do, fourteen Views of the Eternal City, including Views of the Vatican and the Vatican Gardens, St. Peter's Church in Rome, the Colosseum, and other historical spots. Eleven beautiful Views of Venice, including the Rialto, St. Michael's and other world-renowned places.

No. 114—A TOUR OF ITALY AND THE SWISS ALPS.

**In Colors.**

View of Vintimiglia, Italy.

Twenty-five Views of Italy and the Swiss Alps. These Views include eleven Views of the historical spots of Italy; also a set of the most gorgeous Views ever made of the Swiss Alps. This entire set is considered very fine, inasmuch as the photographs were made by one of the world's most celebrated travelers.

No. 115—A TOUR THROUGH ENGLAND AND FRANCE.

**In Colors.**

Tower Bridge, London.

Twenty-five Views of the most historical and celebrated places in both of these interesting countries, identified in the history of the world so closely that no tour of any part of the world is any more interesting.

No. 116—GERMANY AND A TRIP DOWN THE RHINE.

**In Colors.**

Munster Cathedral, Germany.

Twenty-five wonderful places in Germany are represented in this set, including, as they do, a trip down the Rhine; also the beautiful historical spots of this country.

No. 117—TOUR THROUGH NORWAY AND SWEDEN.

**In Colors.**

Oscar Fredrik Church, Goteborg, Sweden.

Twenty-five Views of exceptionally fine Views of a trip through the Land of the Midnight Sun, which perhaps is one of the most interesting sets of Stereoscopic Views in the world, as no country under the sun is so odd, and so interesting as a visit through the Land of the Midnight Sun. There are twelve Views of Norway and thirteen of Sweden.

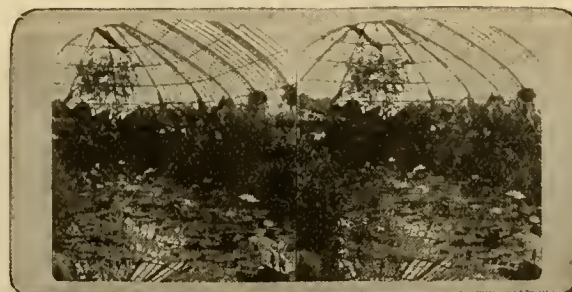
No. 118—WONDERS OF THE OLD WORLD.

**In Colors.**

Campo Santo, Genoa, Italy.

Twenty-five Views taking in all the sights of the Old World, together with the odd things done in the Old World—a set of Views never before published. This set goes as a companion set to Odd Sights and Scenes of the World.

No. 119—ODD SIGHTS AND SCENES OF THE WORLD.

**In Colors.**

Conservatory, Pittsburg, Pa.

Twenty-five Views, a companion set to the Wonders of the Old World, which combined makes almost a complete Tour of the World, which are unique and interesting.

No. 120—WEDDING BELLS.

**In Colors.**

The Wedding March.

This set of twenty-five Views, known as Wedding Bells, is very interesting and attractive. They are reproductions from an actual wedding, showing the courtship; also the course of true love never runs smooth, and the wedding ceremony.

STEREOSCOPIC VIEWS—Continued

Twenty-five views to the box.
 Price per box by mail\$0.25
 Price per 100 by mail75
 Price per 1,000 by express..... 5.00

No. 121—FRENCH COOK AND COMIC LOVER SERIES
 (COMIC No. 1)



In Colors
 Twenty-five Views, a comic set by Griffith & Griffith. This set of French Cook series consists of eight scenes, the most attractive ever made, together with fifteen other comic lovers. The verdict of everybody who has seen this set considers it a great one.

No. 125—A TRIP ACROSS THE PANAMA CANAL



Black and White
 Twenty-five Views, including the greatest engineering feats of the twentieth century, showing the wonderful progress that is being made.

No. 122—PETS AND ANIMALS
 (COMIC No. 2)



In Colors
 Twenty-five Views of the most attractive and odd pictures—comical situations of children and pets, together with the great patience and work to secure these views, we have here twenty-five views of the most pleasing and interesting pictures of the battles of children and their pets. These views are so natural you would really think they were expressly posed for—but they were taken when the children and their pets were unconscious of the fact.

No. 126—SAN FRANCISCO BEFORE AND AFTER



Black and White
 This is one of the most interesting sets of views of the civilized world. It shows the view of one of the most magnificent cities before and after its destruction.

No. 123—BOYS WILL BE BOYS
 (COMIC No. 3)



In Colors
 This is a set of strong juvenile precocious kids that are up to all sorts of mischief and have lots of fun. It is a very clear and attractive set and fits in well with a series of comic Stereoscopic Views.



Black and White
 Twenty-five Views, including the Jamaica Earthquake. A very interesting set.

No. 124—A TRIP AROUND NEW YORK CITY



Black and White
 A magnificent set of twenty-five Views illustrating a drive around New York City, and all the great sights of the greatest city in America.

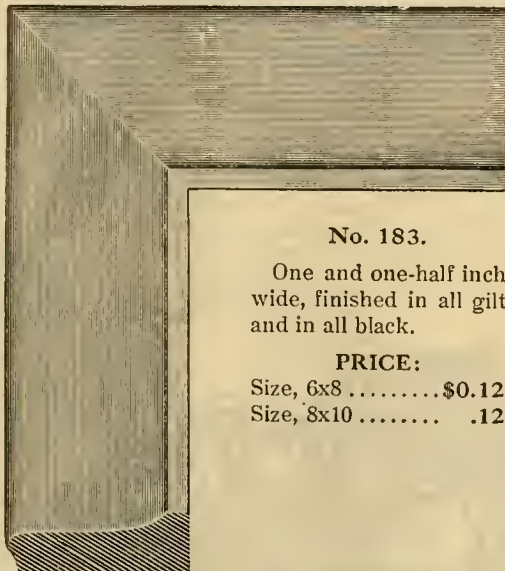
No. 129—AROUND THE WORLD WITH UNCLE SAM'S BATTLESHIPS



Black and White
 This set consists of one hundred Views, showing the different parts of the world visited by the fleet, and the life of the Sailor Boys. We supply them in boxes of 25 views each. Four boxes will show the entire trip of "Uncle Sam's" Trip to all parts of the world.

Medallions, Frames and Supplies

Four good patterns of leading sellers, kept in stock ready-made and can be shipped at a moment's notice. See Catalog for corners, supplies, etc.

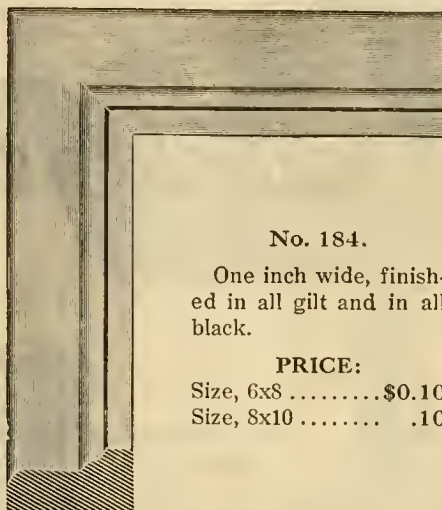


No. 183.

One and one-half inch wide, finished in all gilt and in all black.

PRICE:

Size, 6x8\$0.12
Size, 8x1012

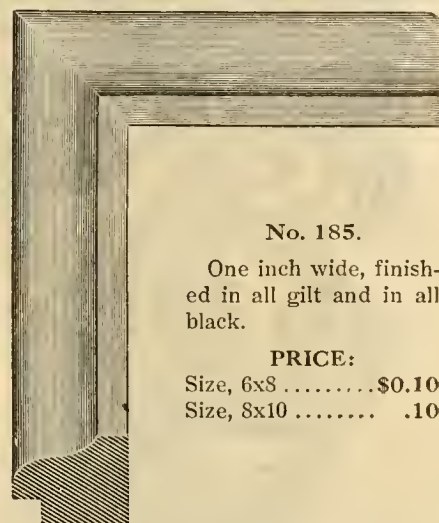


No. 184.

One inch wide, finished in all gilt and in all black.

PRICE:

Size, 6x8\$0.10
Size, 8x1010



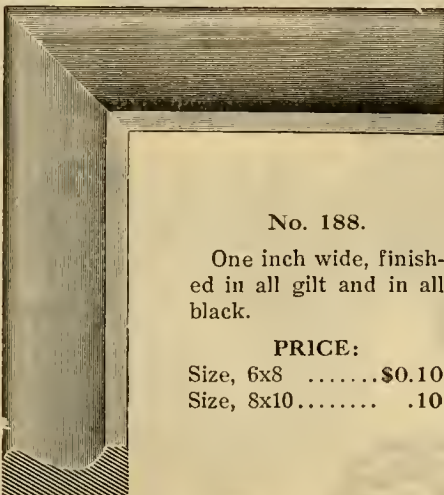
No. 185.

One inch wide, finished in all gilt and in all black.

PRICE:

Size, 6x8\$0.10
Size, 8x1010

SPECIAL NOTE: We have in stock two sizes 6x8 and 8x10 ready to ship but we cut and make to order any size in lots of 100 or more.



No. 188.

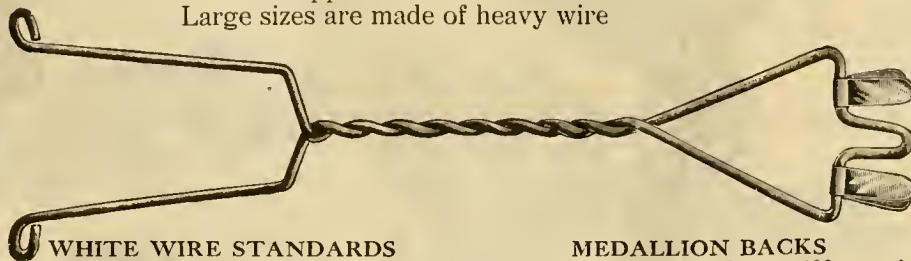
One inch wide, finished in all gilt and in all black.

PRICE:

Size, 6x8\$0.10
Size, 8x1010

Wire Standards

A Back Support for Medallions and Small Frames
Large sizes are made of heavy wire



WHITE WIRE STANDARDS

	Per 100	Per doz.
6 inch.....	\$0.45	\$0.10
9 inch.....	.65	.12
12 inch.....	.90	.15

MEDALLION BACKS

6x8 per doz.....	\$0.15	per 100.....	\$1.00
8x10 per doz.....	.20	per 100.....	1.25

MEDALLION GLASS

Best American "A"			
Price, 6x8, per light..	\$0.03	per box..	\$2.90
Price, 8x10, per light..	.05	per box..	3.05

Medallions Complete

Two sizes, 6x8 and 8x10, in all gilt and all black Ready to deliver. Cut shows frame assembled; which consists of frame, two sets of corners, back with easel, mat, either square or oval opening, and glass. The Butterfly corners enables the removal of glass and mat for the purpose of mounting medallion or photo as may be desired.

PRICES, SIZES AND FINISHES

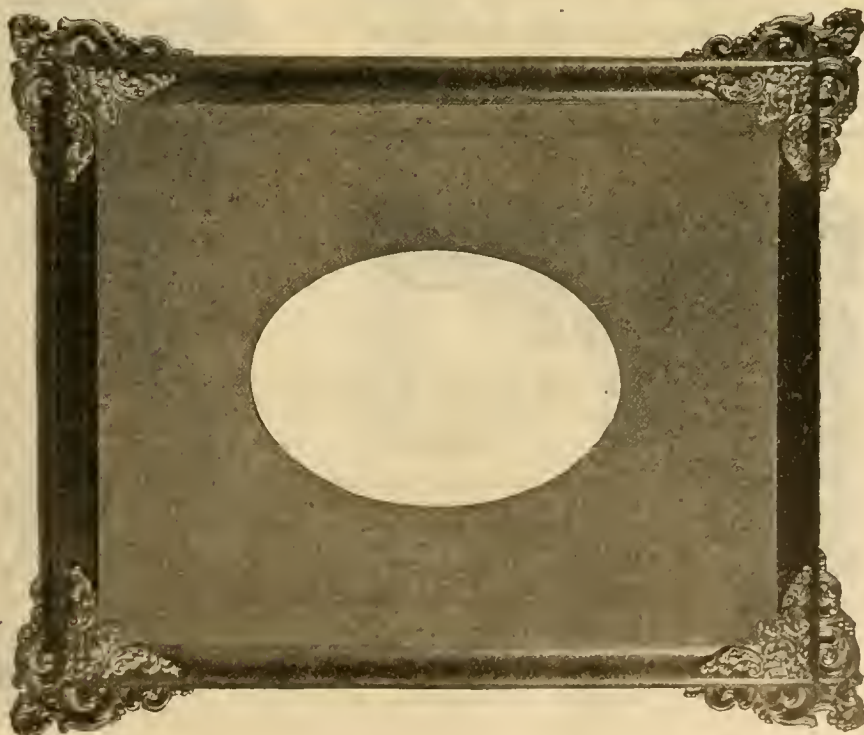
	Each	Per 100
No. 183, 6x8, complete.....	\$0.35	\$25.00
No. 183, 8x10, complete.....	.40	30.00
No. 184, 6x8, complete.....	.35	25.00
No. 184, 8x10, complete.....	.40	30.00
No. 185, 6x8, complete.....	.35	25.00
No. 185, 8x10, complete.....	.40	30.00
No. 188, 6x8, complete.....	.35	25.00
No. 188, 8x10, complete.....	.40	30.00

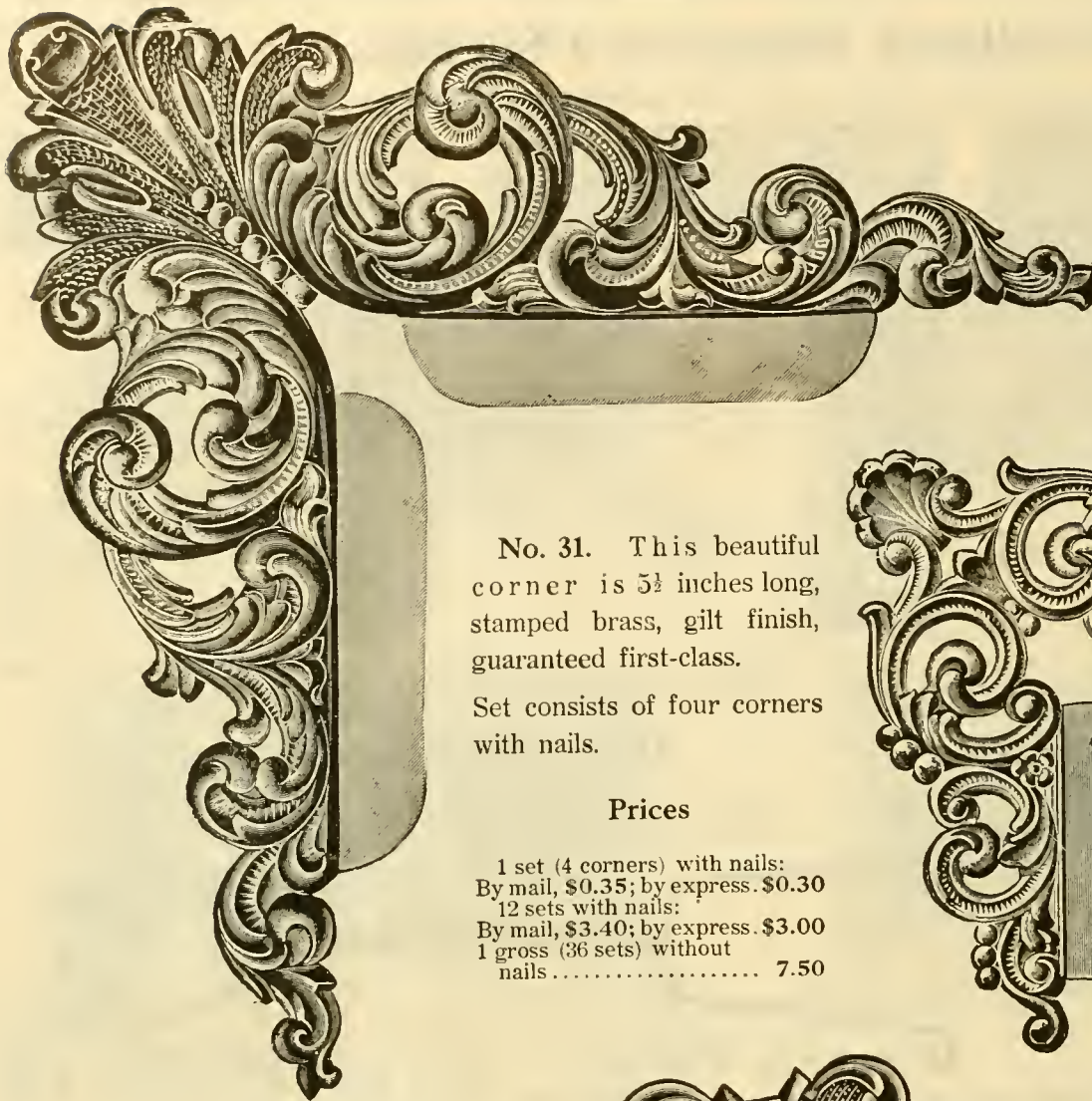
Transparent Glue

A preparation for mounting photographs on glass, etc.
Price per oz. bottle.....\$0.25 Per doz.....\$2.40

Transparant Liquid

For making photographs transparent, before mounting them on glass.
Price per oz. bottle.....\$0.25 Per doz.....\$2.40



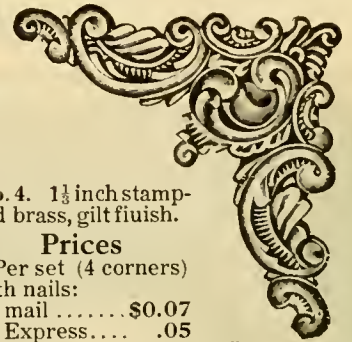


No. 31. This beautiful corner is 5½ inches long, stamped brass, gilt finish, guaranteed first-class.

Set consists of four corners with nails.

Prices

1 set (4 corners) with nails:
By mail, \$0.35; by express, \$0.30
12 sets with nails:
By mail, \$3.40; by express, \$3.00
1 gross (36 sets) without
nails..... 7.50



No. 4. 1½ inch stamped brass, gilt finish.

Prices

Per set (4 corners) with nails:
By mail \$0.07
By Express..... .05
Per dozen sets with nails:
By mail, \$0.44; by express... \$0.40
Per gross (36 sets) without nails:
By mail \$0.87; by express.... \$0.75



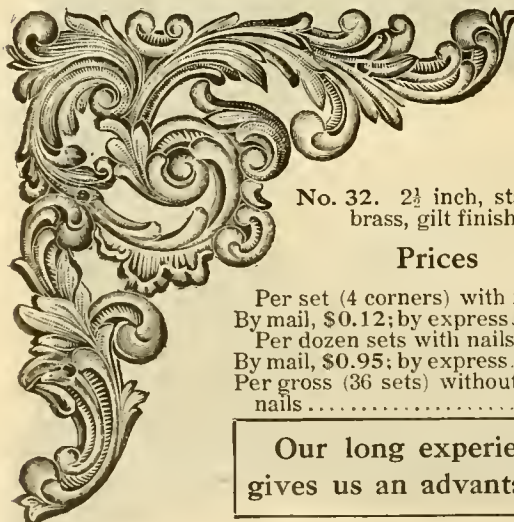
No. 17. 3-inch, stamped brass gilt finish.

Prices

Per set (4 corners) with nails, by mail..... \$0.13
By express..... .10
Per dozen sets with nails, by mail..... 1.05
By express..... .90
Per gross (36 sets) without nails 2.00

Brass Corners

Suitable brass nails for tacking on with each set of four corners. Cut shows full size.

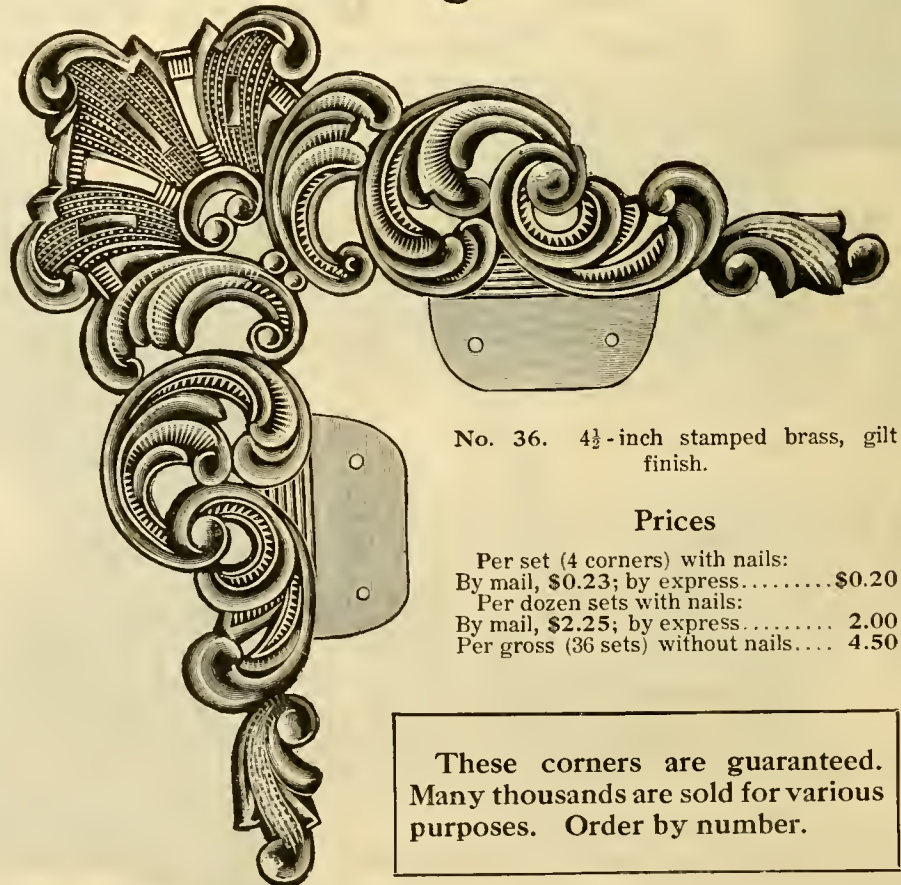


No. 32. 2½ inch, stamped brass, gilt finish.

Prices

Per set (4 corners) with nails:
By mail, \$0.12; by express, \$0.10
Per dozen sets with nails:
By mail, \$0.95; by express. .85
Per gross (36 sets) without
nails..... 1.90

Our long experience gives us an advantage.



No. 36. 4½ -inch stamped brass, gilt finish.

Prices

Per set (4 corners) with nails:
By mail, \$0.23; by express..... \$0.20
Per dozen sets with nails:
By mail, \$2.25; by express..... 2.00
Per gross (36 sets) without nails.... 4.50

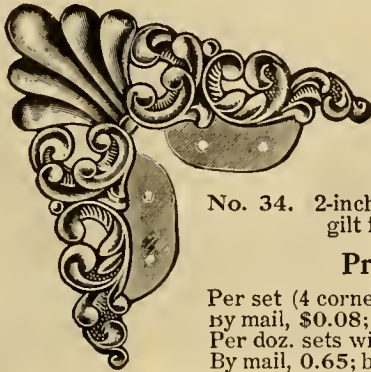
These corners are guaranteed. Many thousands are sold for various purposes. Order by number.



No. 41. 4-inch, stamped brass, gilt finish.

Prices

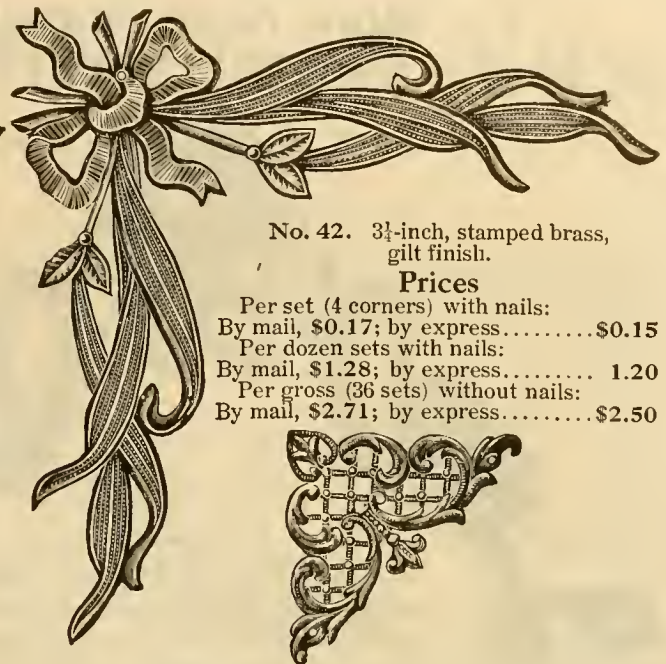
	By Mail	By Exp.
Per set (4 corners) with nails.....	\$0.18	\$0.15
Per dozen sets with nails.....	1.71	1.60
Per gross (36 sets) without nails.....	3.30	3.00



No. 34. 2-inch, stamped brass, gilt finish.

Prices

Per set (4 corners) with nails:	
by mail, \$0.08; by express..	\$0.06
Per doz. sets with nails:	
By mail, 0.65; by express..	\$0.55
Per gross (36 sets) without nails:	
By mail, \$1.10; by express..	\$0.95



No. 42. 3 1/4-inch, stamped brass, gilt finish.

Prices

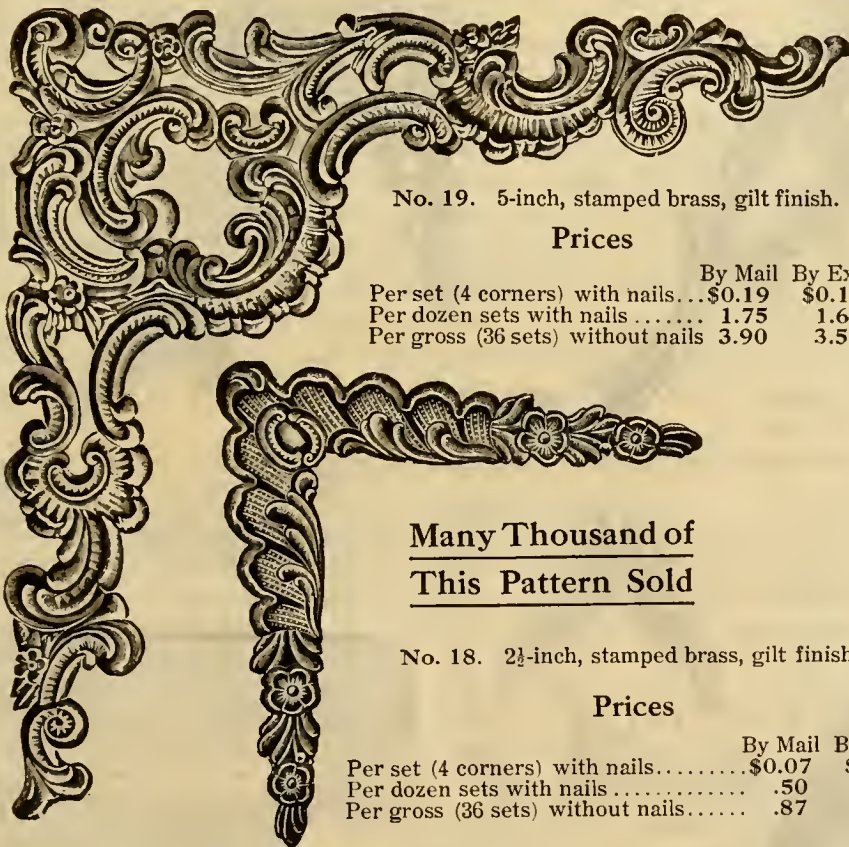
Per set (4 corners) with nails:	
By mail, \$0.17; by express.....	\$0.15
Per dozen sets with nails:	
By mail, \$1.28; by express.....	1.20
Per gross (36 sets) without nails:	
By mail, \$2.71; by express.....	\$2.50



No. 5. 1 1/4-inch, stamped brass, gilt finish.

Prices

	By Mail	By Exp.
Per set (4 corners) with nails.....	\$0.07	\$0.05
Per dozen sets with nails.....	.44	.40
Per gross (36 sets) without nails.....	.85	.75



No. 19. 5-inch, stamped brass, gilt finish.

Prices

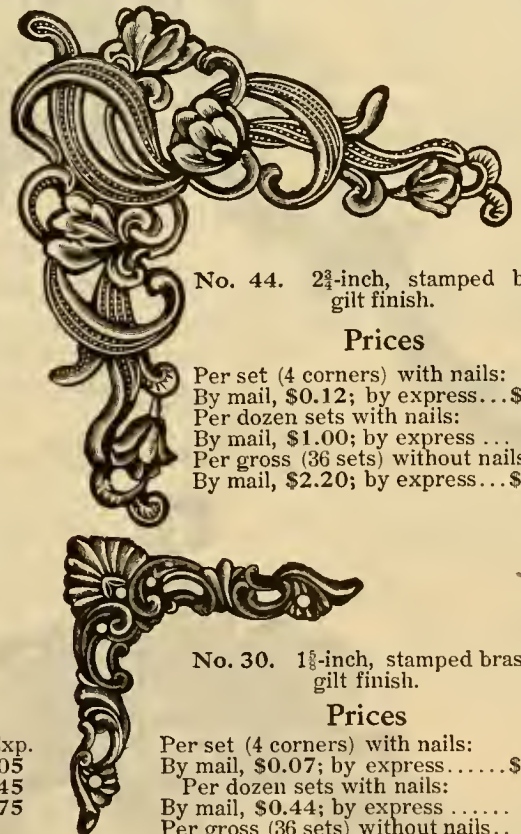
	By Mail	By Exp.
Per set (4 corners) with nails.....	\$0.19	\$0.16
Per dozen sets with nails.....	1.75	1.60
Per gross (36 sets) without nails.....	3.90	3.50

Many Thousand of This Pattern Sold

No. 18. 2 1/2-inch, stamped brass, gilt finish.

Prices

	By Mail	By Exp.
Per set (4 corners) with nails.....	\$0.07	\$0.05
Per dozen sets with nails.....	.50	.45
Per gross (36 sets) without nails.....	.87	.75



No. 44. 2 3/4-inch, stamped brass, gilt finish.

Prices

Per set (4 corners) with nails:	
By mail, \$0.12; by express...	\$0.10
Per dozen sets with nails:	
By mail, \$1.00; by express...	.90
Per gross (36 sets) without nails:	
By mail, \$2.20; by express...	\$1.95

No. 30. 1 1/2-inch, stamped brass, gilt finish.

Prices

Per set (4 corners) with nails:	
By mail, \$0.07; by express.....	\$0.05
Per dozen sets with nails:	
By mail, \$0.44; by express.....	.40
Per gross (36 sets) without nails..	.75

Brass Nails

For tacking on corners, in 1
pound packages.

Price, per pound

	By Mail	By Exp.
No. 20. 1/2-inch.....	\$0.76	\$0.60
No. 21. 3/4-inch.....	.81	.65

IF YOU NEED OTHER STYLES

WRITE US

More New Brass Corners and Specialties.

Cut No. 1318 is a Passe-Partout Corner, Needed in Passe-Partout Work.



No. 4308.

Per set, 4 corners, with nails:\$0.12
By mail, \$0.15; by express\$0.12
Per dozen sets with nails: 1.20
By mail, \$1.32; by express 1.20
Per gross (36 sets) without nails: 3.50
By mail, \$3.77; by express 3.50



No. 1318. Passe-Partout Corner.

	By Mail	By Exp.
Per set, 4 corners, with nails.....	\$0.13	\$0.10
Per dozen sets with nails.....	1.09	1.00
Per gross (36 sets) without nails.....	3.05	2.75



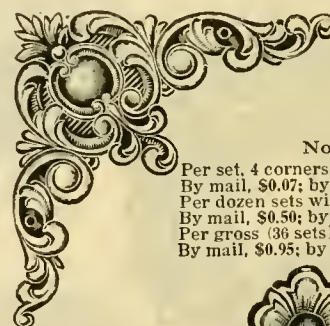
No. 4332.

Per set, 4 corners, with nails:
By mail, \$0.06; by express\$0.04
Per dozen sets with nails:
By mail, \$0.34; by express 0.25
Per gross (36 sets) without nails:
By mail, \$0.80; by express 0.50



No. 4311.

Per set, 4 corners, with nails:
By mail, \$0.21; by express\$0.15
Per dozen sets with nails:
By mail, \$1.64; by express 1.50
Per gross (36 sets) without nails:
By mail, \$4.36; by express 4.00



No. 4301.

Per set, 4 corners, with nails:
By mail, \$0.07; by express\$0.06
Per dozen sets with nails:
By mail, \$0.50; by express 0.40
Per gross (36 sets) without nails:
By mail, \$0.95; by express 0.86



No. 4353.

Per set, 4 corners, with nails.....\$0.05
Per dozen sets with nails..... .30
Per gross (36 sets) without nails.... .80



No. 4351.

Per set, 4 corners, with nails;
By mail, \$0.15; by express\$0.12
Per dozen sets with nails:
By mail, \$1.32; by express 1.20
Per gross (36 sets) without nails:
By mail, \$3.78; by express 3.50



No. 3359.

Per set, 4 corners, with nails....\$0.04
Per dozen sets with nails..... .25
Per gross (36 sets) without nails .45



No. 7559. Name Plate.

Per dozen; By mail, \$0.23; by express.....\$0.20
Per gross: By mail, \$2.20; by express..... 2.00



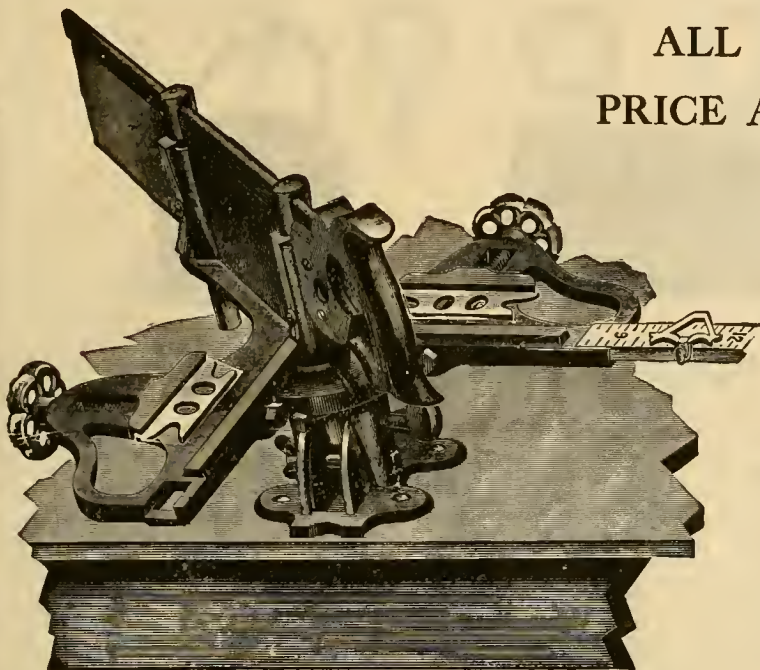
No. 2705. Name Plate.

Per dozen: By mail, \$0.18; by express.....\$0.15
Per gross: By mail, \$1.78; by express..... 1.50

Marsh Mitre Machine and Vice

ALL COMBINED IN ONE

PRICE ALL COMPLETE \$11.50



Cut Showing Machine Complete.

Price only \$11.50

IT IS THE BEST MACHINE IN THE WORLD FOR THE PRICE, BECAUSE

It is the Only Machine with which the moulding can be sawed from the back, or otherwise, as well as from the front or inside.

It is the Only Machine with which the sides and ends of a frame can be measured and cut from one way as well as from the other, thus admitting of the machine being placed in any position at either side or end of the bench, where the best light can be obtained, and at the same time the most convenient room for full length or moulding.

It is the Only Machine for making frames yet invented which can be adjusted from a horizontal position, for sawing the sides and ends of the frame, to a perpendicular or any other position convenient for boring and nailing the same; thus enabling the operator to complete the frame right before him, while standing upright, and working in a natural and easy manner.

The Adjusting of the machine from one position to the other requires but a second of time.

Machine turns to right or left to any desired angle while on a horizontal position, for sawing the different mitres.

Machine also turns to right or left in a perpendicular position for boring and nailing either side to end, or end to side of frame.

It is the Only Machine of the kind furnished with a rule and measure gauge so arranged as to measure and gauge from either side of machine alike. Anyone who has ever made frames can see the advantages of a rule which can be adjusted to either side of the machine; also the necessity of a gauge in order to cut the two sides or ends of a frame and get them exactly the same length.

This Machine takes up less room on the bench than any other mitre machine.

The Bed Plate is $3\frac{1}{2}$ inches above the bench, and the extreme measure of same is 15x15 inches.

The Machine weighs 20 lbs., which is less than half the weight of others, yet it is so constructed that it is stronger where strength is required.

The Vise Screws are made of steel, and even a look at them would convince anyone that they are lighter, yet stronger, much more simple, more convenient, and in every way the best vises or clamps for holding the moulding and frame in place ever made.

You can do anything with this machine that can be done with any other frame machine. You can do more. You can do it quicker, easier and better.

Low Clamps. Each machine has an extra pair of Low Clamp Irons for Florentine and Shell Mouldings, which can be placed in position in an instant.

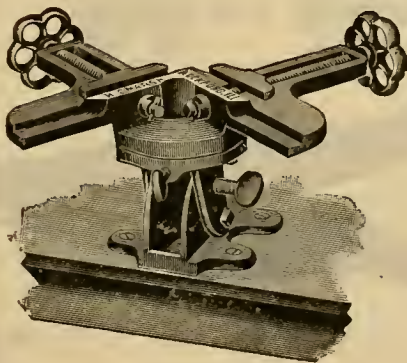
The Machine with ordinary use and care, will last for twenty years, being very simple and strong in its construction, and it will neither wear out or break, and we are prepared to guarantee every machine to work satisfactorily.

Machine cuts any moulding less than 5 inches in width and will join any size frame larger than $7\frac{1}{2} \times 7\frac{1}{2}$ inches.

Price of machine with $4\frac{1}{2} \times 26$ saw \$11.50 Price of saw only \$2.50

Marsh Picture Frame Vise

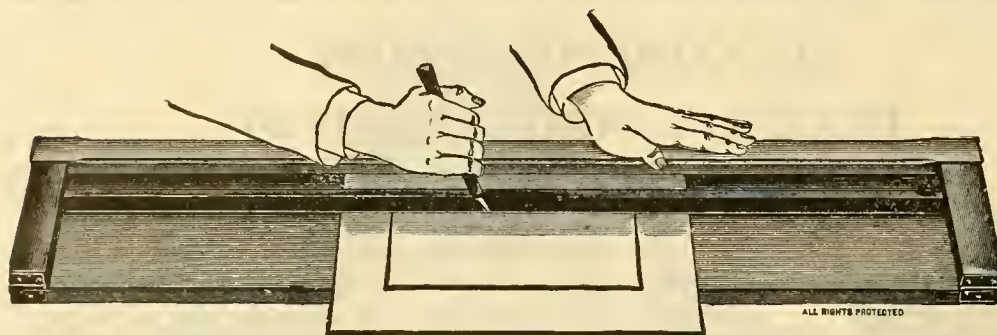
ALL COMPLETE ONLY \$4.50



Nothing of the kind, or half so complete, ever before on the market. It meets the demand for a frame clamp in every instance. No matter what kind of a mitring machine one has, or even if you are using the old fashioned mitre box, the frame can be held in proper place for nailing perfectly, and with the greatest ease possible. The Vise has the same swivel and tilting attachments, in fact, the same base as the Marsh Mitre Machine, and a frame can be swung or tipped in any position a person desires, either in a horizontal or perpendicular. It takes in small and large frames alike, as small as $3\frac{1}{2} \times 3\frac{1}{2}$ inches, from this to the largest size. It takes in any kind of moulding 4 inches wide or under. It is light, well made and strong.

Net weight 12 pounds, gross weight 18 pounds. Price boxed complete \$4.50

"Consolidated" Mat Cutter



The most practical and cheapest mat cutter ever invented—any one can use it.
Notice—Always place a piece of pasteboard on the lower board, under the straight edge to save and protect it from the knife when cutting.

Price\$2.75

Iron Glue Pots—Tinned

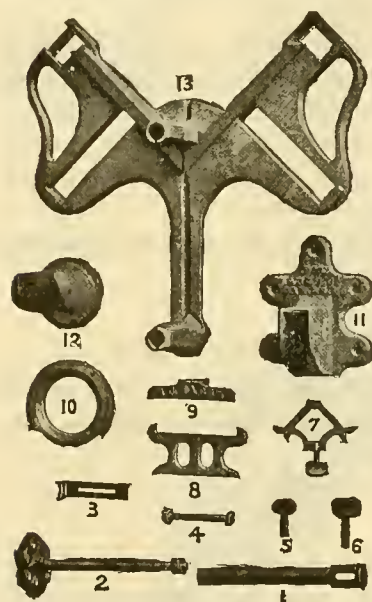


No. 1. 1½ pints\$0.50
 No. 2. 1 quart65

List of "Parts" for Marsh Picture Frame Machine, and the Marsh Picture Frame Vise.

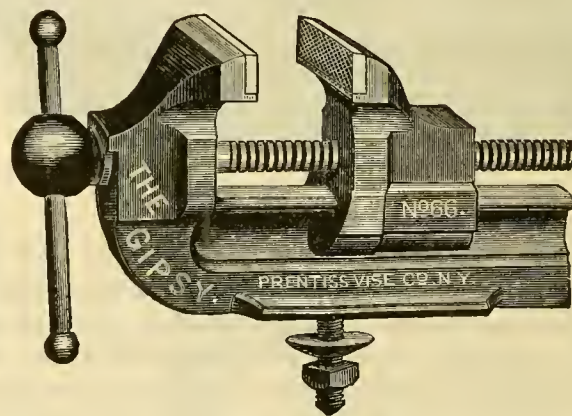
No.	Post-Each age
1 Saw guide (M. I.)...	\$0.50 7c
2 Steel clamp screw (complete) .....	.50 11c
3 Saw gauge (soft steel) .....	.10 1c
4 Hinge bolt (turned) .....	.10 2c
5 Mal. iron thumb screw (small) .....	.10 1c
6 Mal. iron thumb screw (large) .....	.10 1c
7 Rule gauge (for rule) .....	.25 4c
8 Low clamp (per pr.) .....	.25 6c
9 Threaded clamp .....	.20 5c
10 Turntable collar .....	.60 10c
Rule (wood) .....	.25 5c
Washer for end of clamp screw .....	.10 1c
11 Base (screws to bench) .....	.40
12 Hinge swivel (turntable) .....	.60
13 Bed plate (frame)	5.50
Back saw 26x4½ in., 12 points	2.50

For Marsh Picture Frame Vise.
 Above Nos. 2, 4, 5, 6, 9, 10, 11 and 12 are for frame vise also, and prices same.



N. B.—In ordering repairs send either a money order or postage stamps to cover price of part wanted, adding postage if same is to be sent by mail.

Bench Vise



Jaws 4 inches wide\$3.50
 We recommend the above vise for picture framers' use, but can furnish smaller and cheaper vises, if desired.

Tool Holders



No. 160. Medium size, containing ten tools 3 inches long, apple handle, each\$0.33

Handled Bradawls. Shouldered Handles



No. 12. Small and medium sizes, brass ferrule, each.....\$0.10
 Per dozen50

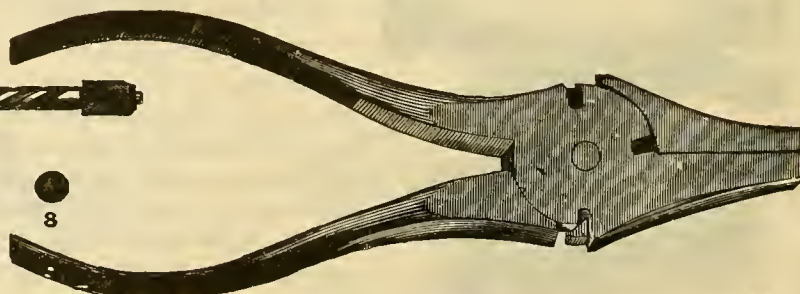
Automatic Drill



1 2 3 4 5 6 7 8

With 7 drill points\$1.10
 Extra sets drill points, per set..... .50

Cutting Nippers and Pliers



No. 1. Length 6 inches, price.....\$0.40

Short Shank Screw Eyes

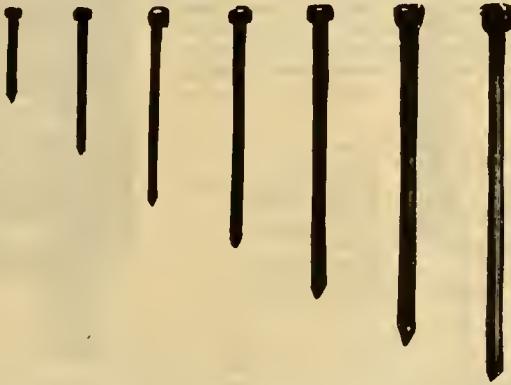
Cuts Show Full Size



Prices:

		By Mail	By Exp.			By Mail	By Exp.
No. 216.	Per gross.....	\$0.22	\$0.20	No. 111.	Per gross.....	\$0.40	\$0.25
No. 214.	Per gross.....	.24	.20	No. 109.	Per gross.....	.59	.30
No. 113.	Per gross.....	.33	.25	No. 107.	Per gross.....	.80	.50
No. 112.	Per gross.....	.35	.25	No. 104.	Per doz., by mail, 18c; per gross		1.00

Steel Wire Brads or Moulding Nails

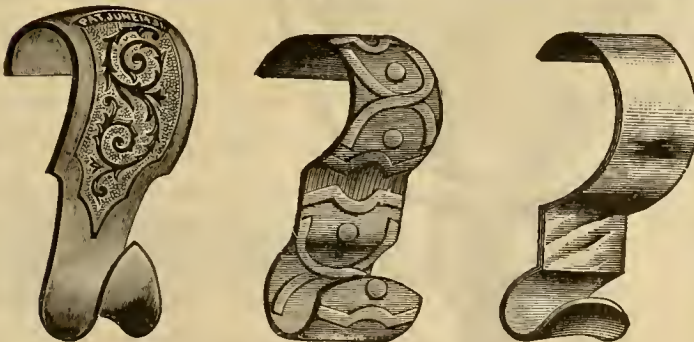


Prices—in Pound Papers

		By Mail	By Exp.
1/2-inch—No. 20—per pound.....		\$0.31	\$0.14
3/4-inch—No. 18—per pound.....		.27	.10
1-inch—No. 17—per pound.....		.25	.08
1 1/4-inch—No. 17—per pound.....		.25	.08
1 1/2-inch—No. 16—per pound.....		.24	.07
1 3/4-inch—No. 15—per pound.....		.23	.06
2-inch—No. 15—per pound.....		.23	.06
2 1/2-inch—No. 13—per pound.....		.23	.06
3-inch—No. 10—per pound.....		.23	.06
4-inch—No. 10—per pound.....		.23	.06

Moulding Hooks

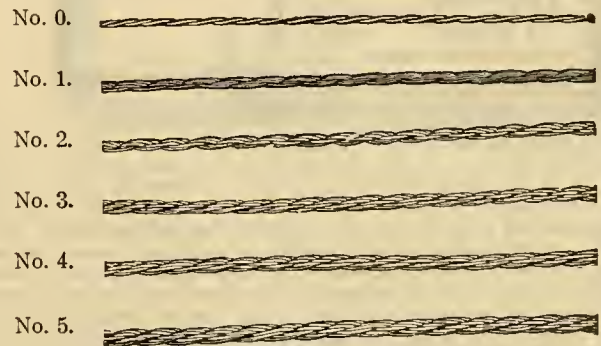
Cut Shows Full Size. Order by Number.



No. 073-F. Solid brass.	No. 127. Plated brass.	No. 0043. Plated brass.
Per gross .....\$1.75	Per gross .....\$0.75	Per gross .....\$0.40
Per doz., by mail .23	Per doz., by mail .15	Per doz., by mail .09

Tinned Wire Picture Cord

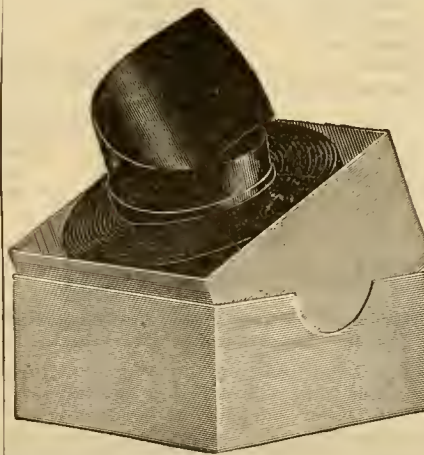
Twenty-five yards in each coil; 1 doz. coils in each box.



Prices:

	Per Coil		Per Dozen Coils	
	By Mail	By Exp.	By Mail	By Exp.
No. 0	\$0.07	\$0.05	\$0.75	\$0.45
No. 1 .....	.10	.07	.80	.70
No. 2 .....	.15	.11	1.50	1.15
No. 3 .....	.19	.14	1.75	1.55
No. 4 .....	.24	.18	2.25	1.80
No. 5 .....	.33	.25	3.00	2.25

Gummed, Embossed Passe-Partout Paper



For binding pictures, platotypes, prints, photographs, drawings, etc., etc.

In continuous rolls of 25 feet, 1 inch wide. Ready for use.

We supply the following colors: Black, white, gray, chocolate, green, maroon.

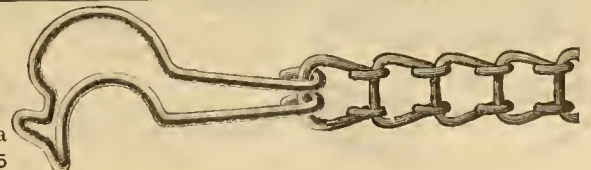
PRICES

Gross	\$10.00
Dozen, by mail.....	1.17
By express	1.00
Each, by mail.....	.13
By express .....	.10

Brass Picture Chains

Can be Used on Any Picture Hook

No. 11. Brass wire, 36 inches long, with room moulding hook at one end, and a plain hook on the other end. Per dozen: By mail, 90c; by express.....\$0.75



Le Page's Liquid Glue

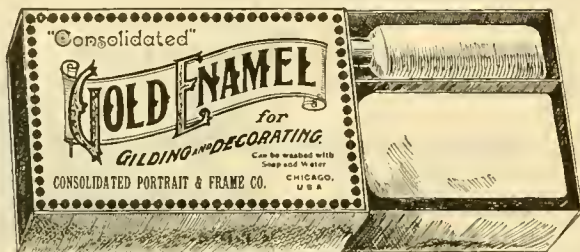


This is positively the only glue, in liquid form, in the market that can be recommended for cabinet makers' use. Always ready for use.

PRICES:

	By mail.	By express.
Small bottles, with brush....	\$0.15	\$0.10
Half-gill cans .....	.25	.15
One-half pint cans.....	.35	.25
Quart cans	1.00	.65
Gallon cans, per gallon.....	..	2.50

"Consolidated" Gold Enamel



Nearest thing on the market to Genuine Gold Leaf. Can be washed with soap and water. Dries in a few minutes with a hard enamel finish, on which no brush marks are visible. It holds like iron on any material, whether it is wood, leather, stone, iron, glass or paper. It is unequalled for gilding picture frames, furniture, radiators, fancy work, wicker ware, ballustrades, chandeliers, artificial flowers, statues, bric-a-brac, lead and iron pipes, clocks, iron bed-stands, go-carts, baby carriages, plaster and marble figures, ornamental gas fixtures, candlesticks, in short, can be used to gild anything and everything. It is so simple to apply that the most inexperienced can use to perfection. Put up in attractive box containing one bottle of liquid, one bottle of bronze, mixing cup and brush.

Price per single box, by mail...\$0.35 By express.....\$0.25
Price per dozen boxes..... " " 2.50

Varnish Stains and Ground Colors

Best on the market—guaranteed good—colors as follows:

Light Oak	Mahogany
Green Oak	Flemish Oak
Dark Oak	Rosewood
Cherry	Walnut
Antique Oak	Delft Blue

	By mail.	By express.
1/4 pint	\$0.15	\$0.10
1 pint .....	.50	.35
1 quart	1.00	.65
1 gallon	2.00	...

"Consolidated"

Ready Mixed Gold Paint; Best on Earth; Gilds Anything and Everything.

Just the thing for touching up picture frames, mat board center pieces, ceilings, fancy baskets, artificial flowers, gas fixtures, dancing slippers, and all kinds of leather goods. Put up in ounce bottles, each bottle packed in a highly polished hardwood box with brush for applying same.

	By mail.	By express.
Price per single box.....	\$0.35	\$0.25
Price per dozen boxes.....	.....	2.50

Hercules Glue

A special glue for frame and cabinet makers' use. Will soak ready for use in ten minutes. Use the same amount of water as you do of glue.

OUR LOW PRICES:

1-pound can, each, by mail....	\$0.36	By express.....	\$0.20
5-pound can, each .....	..	..	.80
50-pound box, in bulk .....	..	..	7.00

Try a pound can, and if you do not find it the best glue you ever used, you need not pay for it.

English Enamels Porcelain Finish

High quality enamels for home decorative work. Ready for instant use. They possess great brilliancy, hardness and toughness of surface, rich harmonious colorings, perfect spreading qualities, are extremely easy of application and are in short the ideal enamels for all kinds of picture frames, furniture, wicker ware, lawn chairs, flower pots, walls, bedsteads, baby carriages, mantels, radiators, bath rooms and all interior and exterior decorations. Manufactured in the following popular shades:

White	Ebony
Robin's Egg Blue	Old Rose
Pea Green	Ultramarine Blue
Crimson	Bottle Green
Royal Blue	Black
Ivory	Olive Green
Turquoise Blue	Wine
Grass Green	Dead Black
Maroon	Shell Pink
Canary Yellow	Brewster Green

1/4 pint cans.	by mail.....	\$0.15	By express	\$0.10
1 pint cans,	" "	.50	" "	.35
1 quart cans,	" "	1.00	" "	.65
1 gallon cans,	" "	...	" "	2.00



"Minerva" Hand Mirror

Made in three sizes, 6x8, 8x10 and 10x12, in black, oxidized and gold plated. Nothing prettier for presents or premiums and is an article of merit. Guaranteed. No. 300, Black; No. 301, Oxidized; No. 302, Gold Plated.

6x 8, Black or oxidized.	\$1.25
8x10, Black or oxidized.	1.75
10x12, Black or oxidized.	3.00
6x 8, Gold plated	1.75
8x10, Gold plated	2.25
10x12, Gold plated	3.50

This Mirror is made to stand on dressers, tables or mantels. Is an ornament and very useful—Costs little and helps much.



Reading, Reducing and Picture Glasses

No canvasser can afford to be without a first-class glass. Thousands are sold to the public for reading glasses, especially to those whose eyes are weak, or where fine detail work is to be done.

A shrewd canvasser interests his customer by having the small picture viewed through a good, strong magnifying glass. This view gives some idea of the looks of a picture when enlarged, and creates a desire for the enlargement. Many orders are obtained which would otherwise be lost, by creating a desire for the picture by seeing "baby through" the glass. Some of our country agents

pay their expenses selling reading glasses, always carrying a supply.

Reducing glasses are indispensable to a successful delivery.

Good delivery men carry a reducing glass, so as to reduce the enlarged portrait to the size of the original in order to compare likeness.

We list several sizes as shown, at lowest wholesale prices. Our glass are double convex lens, mounted in round nickel-plated metal frames, with polished ebonized wood handle.



No. 6.



No. 5.



No. 4.



No. 3.



No. 2.



No. 1.

No. 3. 3 inches in diameter, each....	\$0.50	Per dozen.....	\$ 5.00
No. 4. 4 inches in diameter, each....	1.00	Per dozen.....	10.00
No. 5. 5 inches in diameter, each....	1.50	Per dozen.....	16.00
No. 6. 6 inches in diameter, each....	4.00		

Note—No. 4 is a good strong lens, and will be entirely satisfactory to those using it for reading purposes, but for a more powerful glass we recommend the others.

If ordered by mail, add 10c for postage and packing.

Reducing Glasses

For Artists' and Deliverymen's Use.

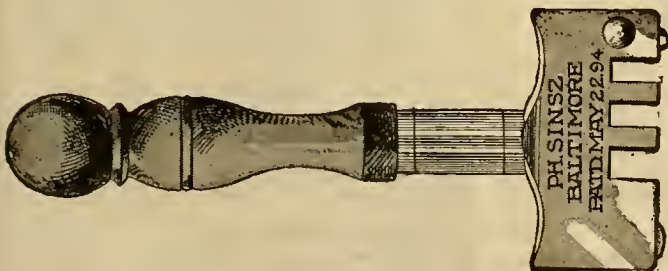
No. 2. Double concave lens, nickel-plated frame, wood handle, 2 inches in diameter. Price, each.....	\$ 1.00
Per dozen	10.00

Note—10c extra for postage for No. 2, 5c for No. 1.

No. 1. 1 1/2 inches in diameter, without handle or rim, plain unmounted glass. Price, each.....	\$0.20
Per dozen	1.50

Glass Cutters

Two Kinds—Each the Best for the Price.



Patent Universal Diamond

Always satisfactory. The diamond is set in such a manner that the most inexperienced can use it with success.

When using never cut twice in the same place.

Price, each\$7.00

Steel Glass Cutters



Made of metal with key for breaking off the glass. Simple and anyone can use it.

When using, never cut twice in the same place.

PRICES:

Per dozen.....\$1.00 Each, by mail.....15c

Nail Sets



No. 2. Round steel, half polished.

PRICES:

Each, by mail.....10c Per dozen75c

American Picture Glass

Owing to the fact that glass is controlled by a trust we are unable to always maintain prices quoted here. We quote these prices, subject to change without notice. In all cases we bill glass at the market prices on day your goods are shipped.

For convenience of customers the following table has been

8x10....No. lights in box....90	Cost per box.....\$3.05
10x12....No. lights in box....60	Cost per box.....3.05
11x14....No. lights in box....47	Cost per box.....3.20
14x17....No. lights in box....29	Cost per box.....3.20
16x20....No. lights in box....23	Cost per box.....3.35
16x22....No. lights in box....23	Cost per box.....3.35
18x22....No. lights in box....18	Cost per box.....3.50
20x24....No. lights in box....15	Cost per box.....3.50
22x27....No. lights in box....12	Cost per box.....3.50
25x30....No. lights in box....9	Cost per box.....3.70

Sawed Pine Backing



1/8 inch thick, 250 feet per bundle.

10 and 12 inches wide.....	\$1.00 per 100 ft.	\$ 9.00 per 1,000 ft.
16 inches wide	1.00 per 100 ft.	10.00 per 1,000 ft.

We recommend a 1/8-inch backing as being more satisfactory.

arranged to show cost of a single glass, including back, and glass in box lots.

Note—We quote best American glass, made for portrait trade. For odd or irregular sizes, see table below:

Cost per light.....\$0.05	Cost per light with back.....\$0.05
Cost per light......06	Cost per light with back......07
Cost per light......09	Cost per light with back......10
Cost per light......14	Cost per light with back......15
Cost per light......18	Cost per light with back......20
Cost per light......18	Cost per light with back......20
Cost per light......28	Cost per light with back......30
Cost per light......33	Cost per light with back......36
Cost per light......40	Cost per light with back......45
Cost per light......65	Cost per light with back......72

Cut Picture Backs

	Per doz.	Per 100
8x10.....	\$0.05	\$0.35
10x12.....	.07	.50
11x14.....	.09	.60
14x17.....	.14	1.00
16x20.....	.18	1.25
18x22.....	.23	1.55
20x24.....	.27	1.90
22x27.....	.35	2.35
25x30.....	.42	3.00

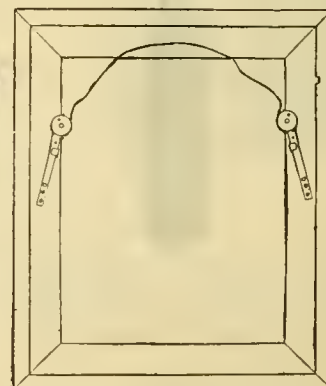
Convexed Glass

Size—	Per light
11x14	\$0.40
12x20 .....	.50
14x20 .....	.50
16x20 .....	.50

Table Showing Cost of Odd and Irregular Size Glass

Table showing cost of odd size glass and back. To find cost take nearest length by nearest width, follow lines till they cross.

8	10	12	14	16	18	20	22	24	26	28	30	32	34	36	38	40	42	44	46	48	50
6	3	4	5	6	7	9	11	13	14	15	17	18	19	21	23	25	28	30	32	33	35
5	5	6	8	9	11	1	14	15	16	17	18	20	22	24	26	28	30	32	34	36	38
7	7	9	11	13	15	16	17	18	20	22	24	26	28	30	32	34	36	38	40	45	50
9	10	12	13	16	17	18	20	22	24	26	28	30	32	34	36	38	40	45	50		
12	13	15	17	20	22	24	26	30	32	33	36	37	40	45	46	48	52	55			
14	16	18	21	23	25	30	32	34	36	38	40	44	48	48	52	57	64	64			
16	18	21	23	25	30	32	34	36	38	40	44	48	48	52	57	64	64				
18	21	24	29	30	32	36	37	39	42	46	48	52	53	65	66	72	75				
20	30	32	34	36	39	42	46	47	52	53	60	64	72	75	75	85					
22	33	36	39	42	46	51	54	58	60	72	75	82	85	90	95						
24	42	46	51	53	58	60	65	72	75	82	85	90	95	100	105						
26	46	52	58	60	72	75	82	85	90	95	100	105	110	115							
28	60	65	72	75	82	85	90	95	100	110	120	135									
30	72	82	85	90	95	100	105	110	120	130	150										
32	82	90	96	100	105	110	120	130	150	175											
34	96	100	105	110	120	130	150	175	200												
36	105	110	120	130	150	175	200														
38	130	200	230	250	275	300															
40	200	230	250	275	300																
42	260	295	325	350	400																
44	300	350	400	450																	
46	400	450	500																		
48	500	600																			
50	700																				



This cut shows the "Consolidated Hanger" attached to frame.

The Consolidated Hanger

A practical picture hanger and adjuster now offered for sale the first time. Deliverymen can adjust customers' pictures in a moment's time and reap a profit by so doing. All pictures should be hung by the agent or deliveryman in order to assure perfect angle and light. The "Consolidated Hanger" aids you in this important work and pleases the customers as well. Deliverymen attach a "Consolidated Hanger" to each frame before calling on the customer. Upon entering the room he hangs the picture instantly, giving proper light and angle, which assures a delivery. Half of all rejected portraits comes from improper light and wrong angle. Customers are wont to hold the picture in hand in bright light close to the face. The "Consolidated Hanger" prevents just such foolishness and doubles your chance of delivery.

CONSOLIDATED HANGERS

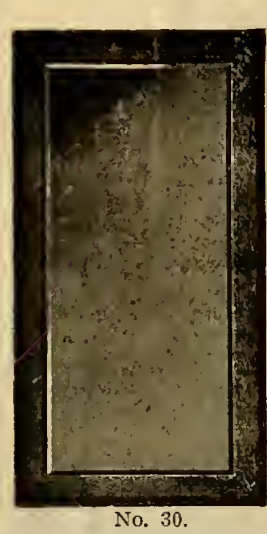
Are Made of Steel and Will Last a Lifetime.

It does not require as much time to affix a pair of them to a picture frame as it does a pair of screw eyes, with wire, and when affixed, the picture is always ready for any room or any position. There are nine feet of wire in an average pair of hangers, providing for over four feet of adjustment up and down, while the slide, moving on the arm of the hanger, will give the picture the required angle you desire, in relation to the wall.

OUR SPECIAL PRICE:

One set by mail.....\$0.30 One dozen sets by express..\$2.00

The above table will help you to figure cost of glass



AMERICAN PLATE MIRRORS

In solid oak frames. Our own patterns and selections for the American Home.

We show 1, 1½ and 2-inch solid oak frames, especially designed for mirrors, sizes as shown below, at prices within reach of all.

"Our Mirrors Look Right"

BIG PROFITS TO AGENTS

No. 202. A beautiful Florentine highly ornamented oval frame finished in gilt, 18x40, frame only\$1.00

Fitted complete with **DOUBLE PLATE** beveled oval mirror, 18x49\$5.00

CREDIT TO ALL HONEST MEN

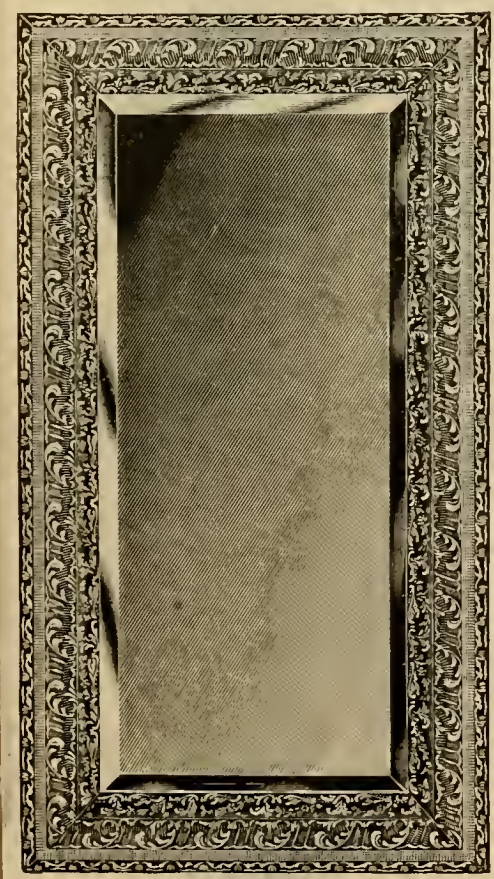
WRITE FOR "LETTER OF CREDIT"



PRICES are for MIRRORS AND FRAMES COMPLETE

Sizes and Prices as Follows:							
Size		Prices.		Size.		Prices.	
6x8	In 1 inch Oak,	10c each;	Doz. \$1.00	7x9	In 1½ in. Oak,	15c each;	Doz. \$1.50
7x9	" 1 " "	12½ "	" 1.35	9x12	" 1½ " "	20 " "	2.20
8x10	" 1 " "	15 " "	1.50	10x14	" 1½ " "	25 " "	2.90
9x12	" 1 " "	20 " "	2.10	10x17	" 1½ " "	30 " "	3.40
10x14	" 1 " "	25 " "	2.75	12x20	" 2 " "	50 " "	6.00
10x17	" 1 " "	30 " "	3.25	14x24	" 2 " "	50 " "	6.00

HOMES, STORES, BARBER SHOPS & OTHERS BUY MIRRORS



No. 309.

A mirror frame about 6 inches wide with **Waved and Scroll Ornaments**, decorated in all gilt. A very attractive, catchy pattern.

Frame only, 18x40\$1.00

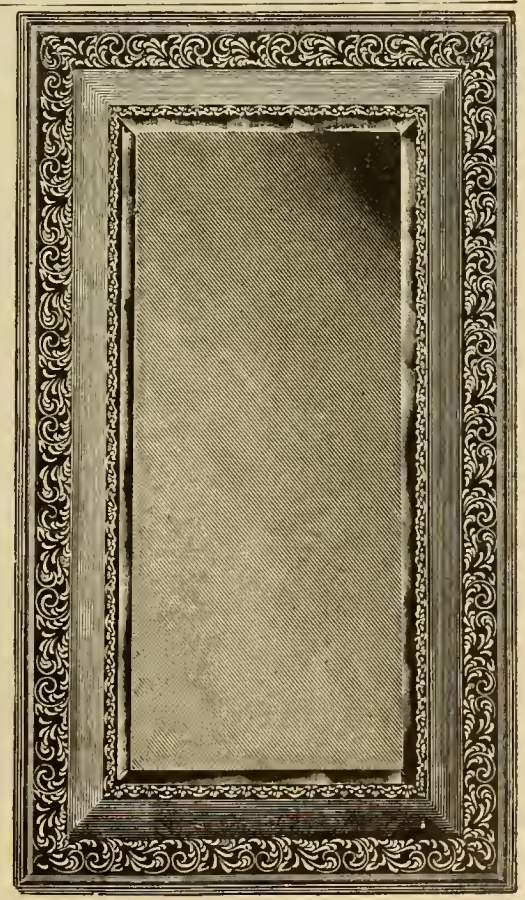
Frame fitted complete with a **Double Plate Beveled Mirror**... 5.00

No. 170.

A very deep, **All Gilt**, highly ornamented frame, made expressly for mirrors, having that depth that adds that rich effect so much desired in mirror frames. The best seller now offered to the trade, very attractive and sure to please, about 3 in. deep and 6 in. wide.

Frame only, 18x40\$2.00

Frame, fitted complete with a **Double Plate Beveled Mirror**... 6.00



No. 309.

No. 170.

New **DOUBLE PLATE** Beveled Mirrors, within easy reach of all needing "the best." No home complete without good mirrors. You can make big money selling these goods. Everything guaranteed. Our reputation backs each sale.

American Plate Beveled Mirrors



No. 69

AMERICAN PLATE GLASS MIRRORS.

No. 69. Frame three inches, all gilt, mat bronze, beautified with six hand-laid, double cast ornaments, gold burnished. Frame has the appearance of a two-piece combination, although made of one piece. Very beautiful, artistic and guaranteed.

Mirror, best American plate, beveled, guaranteed free from flaws.

Frame empty, 18x40.....\$1.30
Fitted with mirror..... 5.30

AMERICAN PLATE MIRRORS.

No. 79. Frame three and one-half inches, all gilt moulding, beautified by double cast, hand-laid ornaments on corners and center, with an extra bead on outer edge. Moulding is hollowed with the beaded line next to mirror. The whole mat bronzed. Very pretty mirror frame.

Mirror best American plate, beveled, guaranteed free from defects.

Frame empty, 18x40..... \$1.50
Fitted with mirror..... 5.50



No. 79



No. 81

AMERICAN PLATE GLASS MIRRORS.

No. 81. Frame made of selected moulding, three and one-half inches wide, ornamented. Corner ornaments are double cast, hand laid, gold burnished. Moulding of frame represents three piece combination, although it is only one piece. The wave effect is strictly artistic.

Mirror is best American plate, beveled, guaranteed A1.

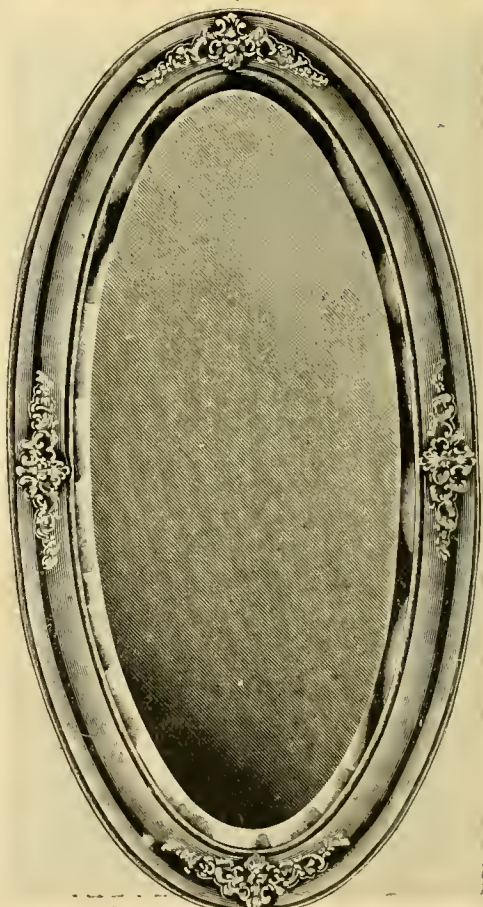
Frame empty, 18x40.....\$1.25
Fitted with mirror..... 5.25

AMERICAN PLATE GLASS MIRRORS.

No. 93. Frame three inches wide, all gilt, four double cast hand laid ornaments as shown by illustration. Mirror best American plate beveled, guaranteed to be A1. This mirror is strongly recommended to those needing an oval shape.

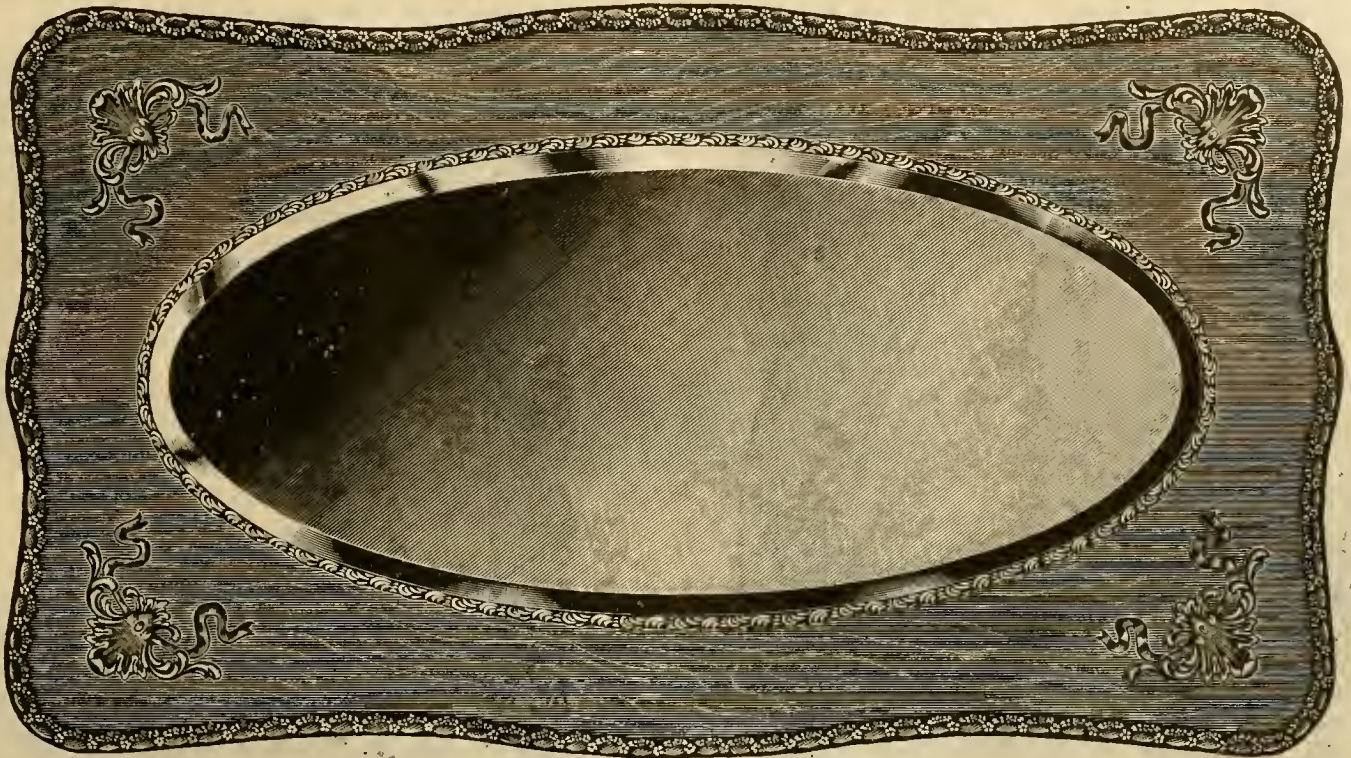
OUR LOW PRICE.

Frame empty, 18x40.....\$1.25
Fitted with mirror..... 5.25



No. 93

Two New Mirrors



No. 211 18x40 Mirror and Frame

These are swell mirrors, low prices and excellent frames. Oak veneer. Well ornamented. Finished Flenish black with ornaments gilt tipped and in all gilt. Fitted with 18x40 French Bevel Plate.

211. Black, each..... \$5.00

212. Gilt, each..... \$5.00



No. 213 18x40 Mirror and Frame

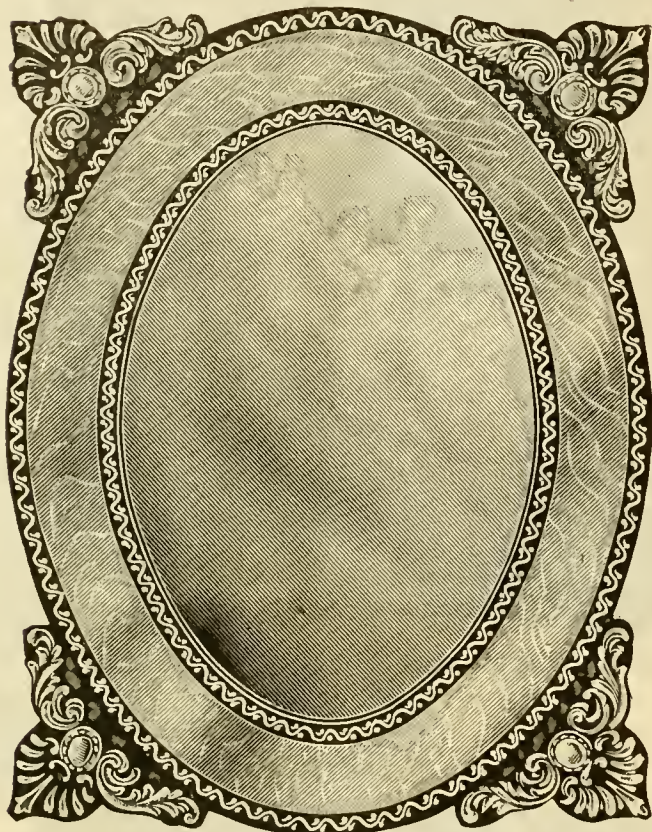
No. 213 is 4 ½ inches wide. Oak veneer with neat corner ornaments, finished in brown, with ornaments gilt tipped, or in all gilt. Fitted with 18x40 French Bevel Plates.

213. Brown, each..... \$5.00

214. Gilt, each..... \$5.00

OUR MIRRORS "LOOK RIGHT".

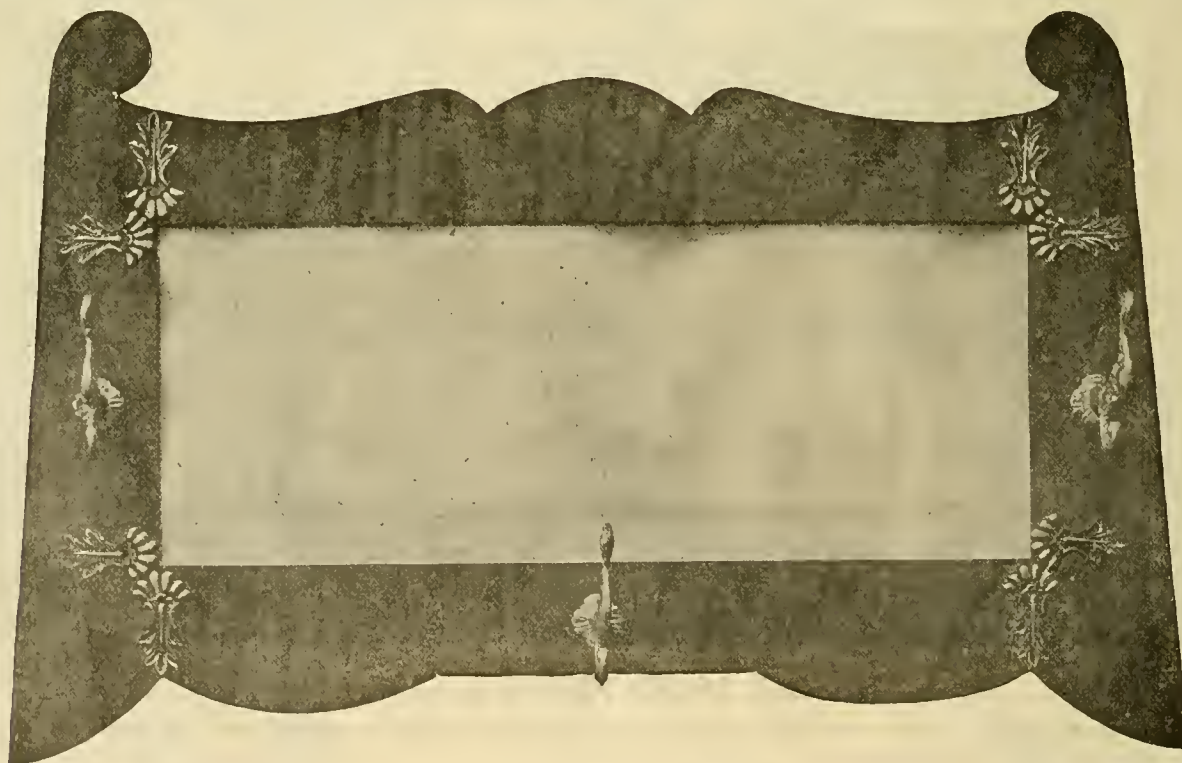
Mirrors and Hall Racks



No. 201. Good American Plate Mirror in frame which comes in black and gilt, or brown and gilt, or in all gilt. Size of mirror 10x14 inches. Price all complete.....\$0.60



No. 208. Hall rack with mirror in beautiful veneer frame in brown and black with hooks. Size of mirror 10x14 inches. All complete, ready to hang on the wall.....\$0.75



No. 207. Hall rack with mirror in beautiful veneer frame in brown and black. Size of mirror 18x20 inches with hooks. Price, all complete.....\$1.25

Picture Mats

We list a few staple designs below, which have proved the best sellers in the past. Space forbids a large display, though we make all kinds of mats and can supply all demands.



No. 401.

Size	Opening.	Doz.	100
7x9	3 3/4 x 5 1/4	\$0.25	\$1.00
8x10	5 x 7	.25	1.00
10x12	7 x 9	.30	1.25
11x14	8 x 11	.40	1.50
14x17	11 x 14	.50	1.75
16x20	13 x 17	.60	2.00



No. 402.

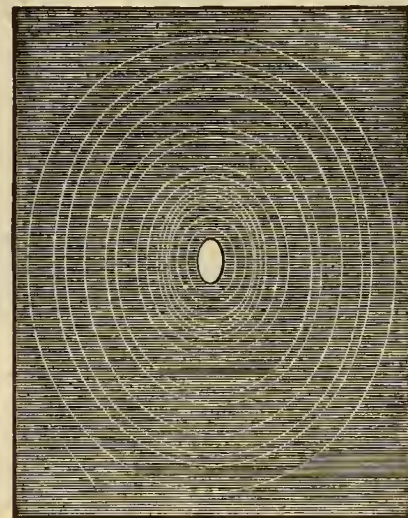
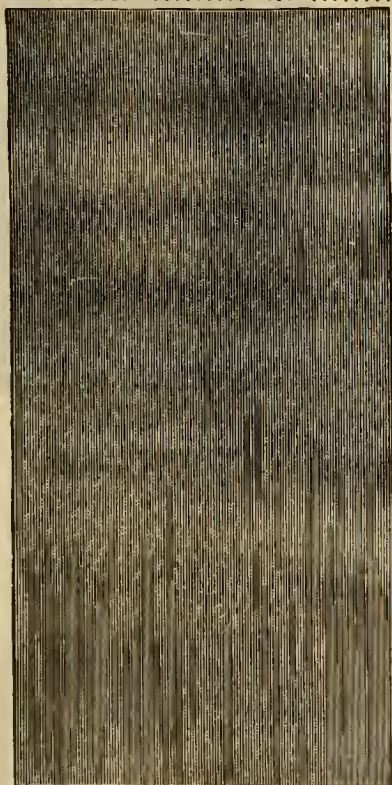
Size	Opening.	Doz.	100
7x9	3 3/4 x 5 1/4	\$0.25	\$1.00
8x10	5 x 7	.25	1.00
10x12	7 x 9	.30	1.25
11x14	8 x 11	.40	1.50
14x17	11 x 14	.50	1.75
16x20	13 x 17	.60	2.00



No. 400

Made of lithographed pulp board, gilt lining.

Size 8x10 per dozen	\$0.16
Size 8x10 per 100	1.00



Patterns for Cutting Oval Mats

Cutting oval mats made easy. These patterns are carried in fifteen different size openings:

16x20	15x19	14x18	12x16	10x13	9x12
8x10	6x8	5x7	4 1/2 x 6 1/2	4x6	3 3/4 x 5 1/4
3x4	2x3	1x2			

You will find them a great help when cutting oval openings. The sizes furnished ought to cover most any oval opening ordinarily required. Price per set \$2.00

Mat Board, Size 30 x 40

Customers desiring mat board may choose from this assortment. Order by number as follows:

201 Court Gray.	207 Hunter's Green.
202 Dark Green.	208 Scarlet.
203 Light Gray.	209 Cream Pebble.
204 Black.	210 Gold or all Gilt.
205 White Pebble.	211 Poster Board in assorted colors.
206 Nut Brown.	

PRICES:

30x40 per dozen sheets, \$2.00; per 100, \$10.00.
30x40 Gold or all gilt, sheet, 50c.
30x40 Poster Board, assorted, dozen sheets, \$1.50; per 100, \$6.00



Mat Knife

(Like Cut)

Cut is about one-half original size. Price, each	\$0.40
Blades, each	.10



Heavy Board Straight Edge

Suitable for cutting out square mats. Have used them for many years. Thirty inches in length.

Price, each	\$0.25
Six for	1.00

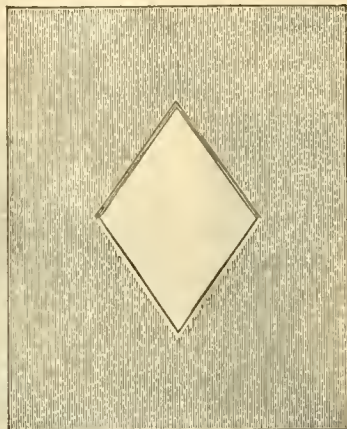
**No. 403.**

Comes in red or white with fancy opening.

403—Red.**420—White.**

Per doz. Per 100

Cabinets\$0.60 \$4.00

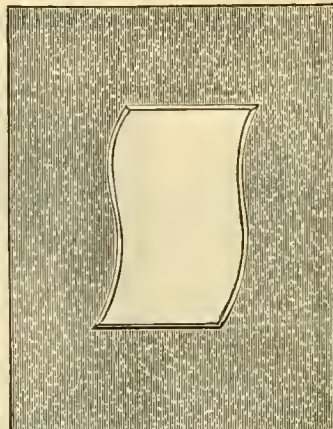
**No. 404.**

Comes in red or white, with fancy opening.

404—Red.**421—White**

Per doz. Per 100

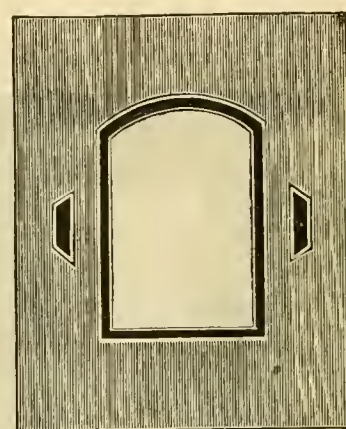
Cabinets\$0.60 \$4.00

**No. 405.**

Comes in assorted colors, with fancy openings.

Per doz. Per 100

Cabinets\$0.60 \$4.00

**No. 414.**

The new Japanese veneer, with black lining and ornaments.

Per doz. Per 100

Cabinets\$0.75 \$5.00

8x10 1.00 6.00

**No. 407.**

Comes in assorted colors, and openings.

Size	Opening.	Doz.	100
7x9	3 3/4 x 5 1/4	\$0.40	\$2.50
8x10	5 x 7	.40	3.00
10x12	7 x 9	.50	4.00
11x14	8 x 11	.60	5.00
14x17	11 x 14	.70	6.00
16x20	13 x 17	.80	7.50
18x22	14 x 18	.95	8.75
20x24	16 x 20	1.10	9.50

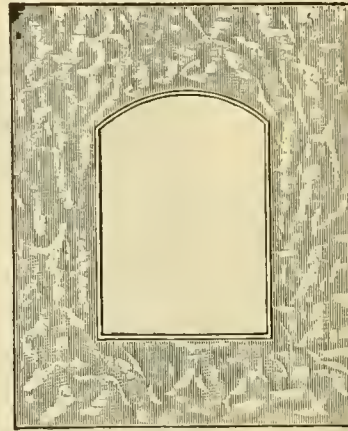
**No. 408.**

The new Japanese veneer, very fancy and stylish.

Per doz. Per 100

Cabinets\$0.75 \$5.00

8x10 1.00 6.00

**No. 409.**

Marble board in sepia and brown.

No. 409—Sepia.**No. 417—White.**

Per doz. Per 100

Cabinets\$0.50 \$3.00

8x10 50. 3.00

10x1260 4.00

**No. 410.**

Plain black, assorted openings.

Size	Opening.	Doz.	100
7x9	3 3/4 x 5 1/4	\$0.25	\$1.00
8x10	5 x 7	.25	1.00
10x12	7 x 9	.30	1.25
11x14	8 x 11	.40	1.50
14x17	11 x 14	.50	1.75
16x20	13 x 17	.60	2.00
18x22	14 x 18	.70	2.50
20x24	16 x 20	.80	3.00

**No. 411.**

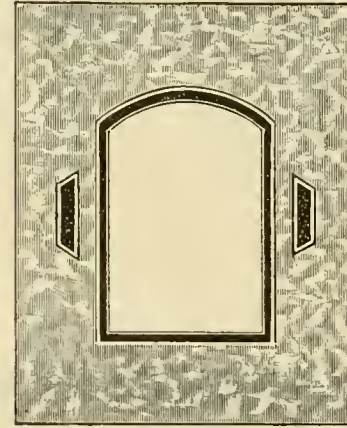
Court Gray with fancy white lining and black with fancy gold lining.

No. 411—Court Gray**No. 415—Black.**

Per doz. Per 100

Cabinets\$50. \$3.00

8x1050 3.00

**No. 412.**

Marble board in white and sepia with fancy white lining and ornaments.

No. 412—Sepia.**No. 418—White.**

Per doz. Per 100

Cabinets\$0.50 \$3.00

8x1050 3.00

10x1260 4.00

**No. 413.**

Court Gray with fancy white lining and ornaments and black with fancy gold lining and ornaments.

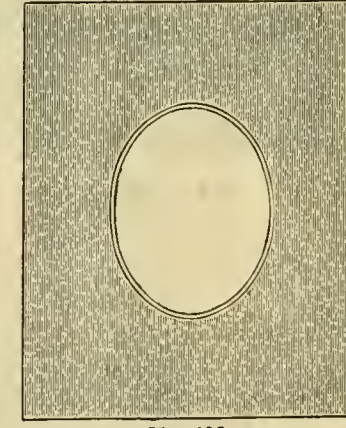
No. 413—Gray.**No. 416—Black.**

Per doz. Per 100

Cabinets\$0.50 \$3.00

8x1050 3.00

10x1260 4.00

**No. 406.**

White pebble board. White on one side and cream on the other.

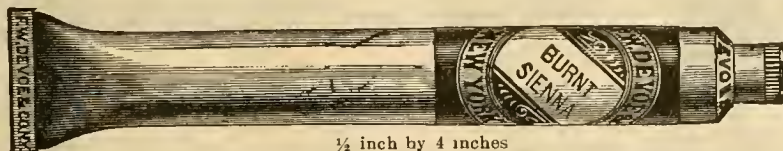
406—White.**419—Cream.**

Size	Opening.	Doz.	100
7x9	3 3/4 x 5 1/4	\$0.40	\$2.50
8x10	5 x 7	.40	2.50
10x12	7 x 9	.50	3.00
11x14	8 x 11	.60	4.00
14x17	11 x 14	.70	5.00
16x20	13 x 17	.80	6.00
18x22	14 x 18	1.00	7.00
20x24	16 x 20	1.50	8.50

Artists Material's

We list on this and pages to follow a **full line** of Artist's Materials. Nothing but high grade goods. Those guaranteed by maker were chosen for this purpose. You can truthfully rely upon this material as being **the best** and rest assured that the **prices are right**. Our guarantee and that of the maker goes with each sale.

Prepared Oil Colors for Artists' in Collapsible Tubes



½ inch by 4 inches

Single Tubes—Class A, each, \$0.10. Per dozen, \$0.90.

American Vermilion	Chrome Yellow No. 3, D	Light Red	Purple Lake
Antwerp Blue	Chrome Orange	Megilp	Raw Sienna
Aspyaltum	Cremnitz White	Mauve	Raw Umbre
Bitumen	Crimson Lake	Magenta	Roman Ochre
Blue Black	Emerald Green	Naples Yellow No. 0, P	Sap Green
Brilliant Yellow	Flake White	Naples Yellow No. 1, L	Scarlet Lake
Brown Ochre	French Naples Yellow	Naples Yellow No. 2, M	Silver White
Brown Pink	Flesh Ochre	Naples Yellow No. 3, D	Terre Verte
Burnt Umber	Gamboge	Neutral Tint	Vandyke Brown
Burnt Sienna	Geranium Lake	New Blue	Venetian Red
Caledonian Brown	Indian Lake	Olive Lake	Verdigris
Chrome Green No. 0, P	Indian Red	Olive Green	Yellow Lake
Chrome Green, No. 1, L	Indigo	Oxford Ochre	Yellow Ochre
Chrome Green No. 2, M	Italian Pink	Payne's Grey	Zinc White
Chrome Green No. 3, D	Ivory Black	Permanent Blue	Zinnober Green, Light
Chrome Yellow No. 1, L	King's Yellow	Prussian Blue	Zinnober Green, Medium
Chrome Yellow No. 2, M	Lamp Black	Prussian Green	Zinnober Green, Deep

Single Tubes—Class B, each, \$0.15. Per dozen, \$1.60

Brown Madder	French Vermilion
Cerulean Blue	Rose Carthame
Chinese Vermilion	Rubens Madder
English Vermilion	Sepia

Single Tubes—Class D, each, \$0.30. Per dozen, \$3.15

Cadmium, Lemon	Cadmium, Deep
Cadmium, Pale	Cadmium, Orange
Cadmium, Yellow	

Single Tubes—Class E, each, \$0.40. Per dozen, \$4.30

Burnt Carmine	Madder Carmine
Crimson Madder	Violet Carmine

Single Tubes—Class C, each, \$0.25. Per dozen, \$2.70

Carmine No. 2	Pink Madder
Cobalt Blue	Purple Madder
Cobalt Green	Rose Dore
Emeraude Green	Rose Madder
Indian Yellow	Scarlet Madder
Lemon Yellow	Scarlet Vermilion
Lemon Yellow, Pale	Strontian Yellow
Madder Lake	Ultramarine
Madder Lake, Deep	Viridian

Whites—Large Sizes.

Cremnitz White	Flake White	Silver White
Double Tubes. Each, \$0.10	Quadruple Tubes. Each, \$0.20	
Treble Tubes. Each, \$0.20		

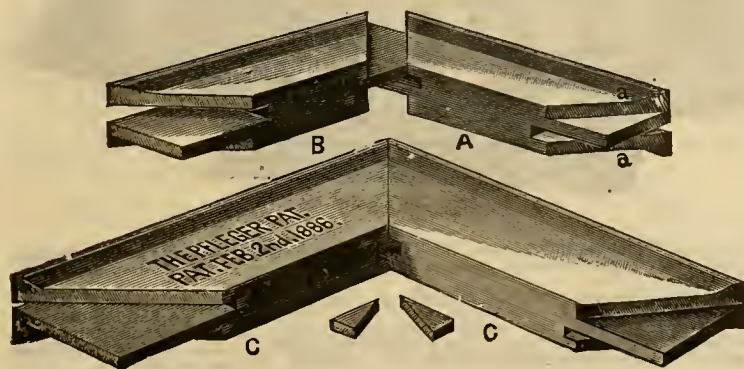
Prepared Canvas for Oil Painting

Best English Linen—In Rolls of Six Yards.

	By yard	By roll	Smooth.	Roman
27 inches wide	.85	\$4.50		\$4.50
30 " "	.90	4.85		4.85
36 " "	1.00	5.75		5.75
42 " "	1.20	6.75		6.75

Pflegger Patent Stretcher for Oil Painting

Interchangeable.



Sketching Canvas —in Rolls of Six Yards

	By yard	By roll	Smooth.
28 inches wide	.55	\$2.70	
31 " "	.60	2.95	
37 " "	.70	3.55	

"Academy" Canvas

Buff tint, grey tint smooth, or grey tint single prime. In rolls of 6 yds.
40 inches wide By yard .55 By roll, \$2.70

Price of Stretcher Strips

All lengths from 6 to 19 inches, including keys, per single piece.	\$0.06
Per set of 4 pieces. ....	.24
All lengths from 20 to 29 inches, including keys, per single piece. ....	.07
Per set of 4 pieces. ....	.28
All lengths from 30 to 39 inches, including keys, per single piece. ....	.10
Per set of 4 pieces. ....	.40
All lengths from 40 to 48 inches, including keys, per single piece. ....	.12
Per set of 4 pieces. ....	.48

NOTE—Remember four pieces are required to make a complete stretcher. In ordering you should say so many of one length and so many of another. If you want to paint a picture 20x30, two pieces 20 inches long and two 30 inches long will be needed.

The "Little Artist" Box of Oil Colors and Materials



No. 9

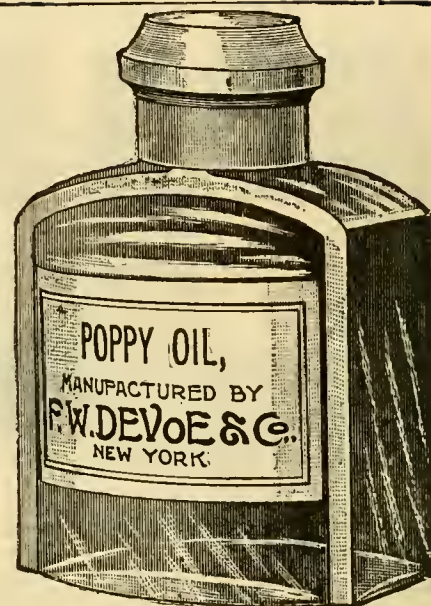
Jappanned tin box, size 7½ inches long, 3 inches wide, 1 inch deep, containing twelve special size tubes of Artist's Oil Colors. Three fine brushes, one bottle of oil for mixing and one bottle of turpentine—suitable for indoor use or outdoor sketching. (The special size tubes in this box are not sold separately.) Each by mail, \$1.20. By express, \$1.00

Artists' Oils Varnishes, Mediums, Etc.

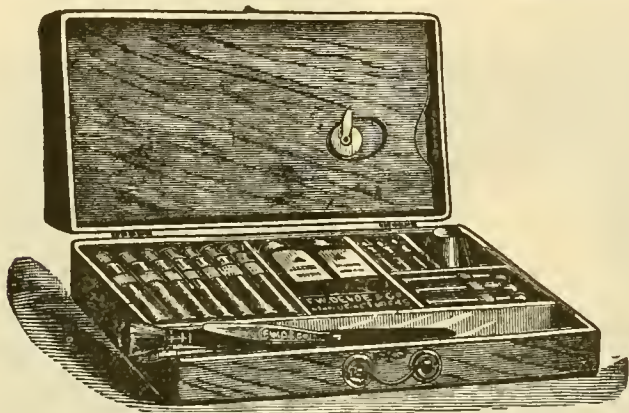
Pale Drying Oil, per 2 ounces	.....\$0.20
Strong " " "	.....20
Linseed " " "	.....20
Poppy " " "	.....20
Mastic Varnish " " "	.....50
Picture Mastic " " "	.....30
Picture Copal " " "	.....25
White Demar " " "	.....25
Turpentine " " "	.....20
Fixatif " " "	.....25
Soehuee's Retouching Varnish	.....25

Academy Board—Smooth or Rough

6x9 inches, each	....\$0.05	12x18 inches, each	....\$0.15
9x12 " " "	....10	18x24 " " "	....25
Extra Sizes.			
22x27 inches, each	....\$0.45	23x30 inches, each	....\$0.55



The "Scholar's" Box of Oil Colors and Materials



No. B "SCHOLAR'S."

Polished Wood Box size 11 inches long, 6 inches wide, 2 inches deep.—Containing 13 single tubes of F. W. Devoe & Co's or C. T. Reynolds & Co's Prepared Artists' Oil Colors; 1 Palette Knife; Bottles of Pale Drying Oil and Spirit of Turpentine; 3 Sable and Bristle Artists' Brushes; Badger Blender; Palette Cup; Mahogany Palette; Tracing and Transfer Papers; 4 Studies; and 1 Academy Board. Complete, each, by express, \$1.75. By mail, \$2.00

Lettering Outfit of Pens and Inks

With complete directions for using them in making Artistic Show Cards, Signs, Announcements, etc. A valuable aid to show window decoration.



No. 44

Automatic Shading Pen Outfit, complete, consisting of six Automatic Shading Pens, assorted Nos. 0, 1, 2, 3, 4 and 5, and six bottles F. W. Devoe & Co's Shading Inks, assorted as follows; Blue, Brown, Green, Yellow, Crimson and Purple; directions for using and a sheet of Alphabets. Each, \$2.50.

Book of Instruction. How to use the Automatic Shading Pen, self-instruction, a copy book with space for practice, and a variety of Alphabets. Each, \$0.50.

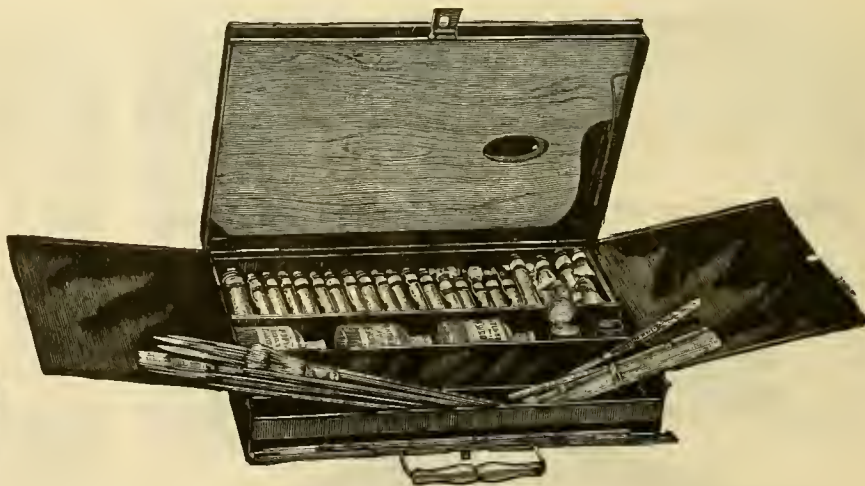
The "Amateur" Box of Oil Colors and Materials



No. K "AMATEUR."

Jappanned Tin Box, size 11 inches long, 6 inches wide, 1½ inches deep.—Containing 12 Single tubes of F. W. Devoe & Co's or C. T. Reynolds & Co's Artists' Oil Colors; 1 tin bottle each of Pale Drying Oil and Spirit of Turpentine; Steel Palette Knife; Palette and Palette Cup; Badger Blender; 3 Sable and 4 Bristle Brushes; Charcoal and Crayon Holder. Each, by mail, \$3.25. By express, \$3.00.

The "School" Jappanned Tin Box, for Oil Colors

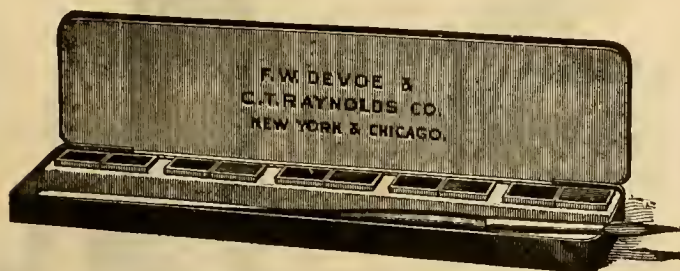


No. 1

No. 1. 9x13 inches, and 3 inches deep; beveled top; flaps cover all materials, tray partitioned to hold one double or two single tubes in each space. Each, empty, by mail, \$1.50. By express, \$1.25.

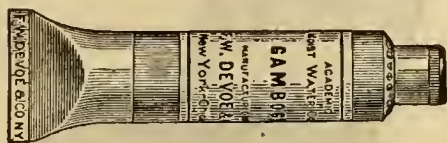
No. 1 Fitted.—Assortment A. Containing 24 single and 1 double tube of F. W. Devoe & Co's or C. T. Reynolds & Co's Artists' Oil Colors; 6 Super Bristle, 4 Red Sable and 2 Bright's Bristle Artists' Brushes; Badger Blender No. 4; Bottle each Pale Drying and Poppy Oils and Spirit of Turpentine; Steel Palette Knife; Mahogany Palette, Palette Cup; Portable Crayon and Charcoal. Each, filled complete, by mail, \$5.75. By express, \$6.50.

New Series Boxes of School Water Colors



No. 120. Ten half pans—Crimson, Orange, Gamboge, New Green, New Blue, Violet, Yellow Ochre, Chinese White, Burnt Sienna, Ivory Black, and 1 No. 7 Brush, each, \$0.75. Per doz., \$7.20

"Academic" Water Colors



In Collapsible Tubes.

Alizarin Crimson	Crimson Lake	Lamp Black	Orange
Violet	Burnt Sienna	Chinese White	New Blue
Prussian Blue	Yellow Ochre	Charcoal Grey	Gamboge
New Green	Sepia		

Each\$0.15. yer dozen.....\$1.20

Winsor & Newton's Moist Water Colors, in Pans



WHOLE PAN.



HALF PAN

Antwerp Blue	Emerald Green	Neutral Tint
Blue Black	Gamboge	New Blue
Brown Ochre	Hooker's Green No. 1	Olive Green
Brown Pink	Hooker's Green No. 2	Payne's Grey
Burnt Sienna	Indian Red	Prussian Blue
Burnt Umber	Indigo	Raw Sienna
Charcoal Grey	Italian Pink	Raw Umber
Chinese White	Ivory Black	Sap Green
Chrome, Lemon	King's Yellow	Terre Verte
Chrome, Yellow	Lamp Black	Vandyke Brown
Chrome, Deep	Light Red	Venetian Red
Chrome, Orange	Mauve	Vermilion
Cologne Earth	Naples Yellow	Yellow Ochre

Whole Pans, each....\$0.25 Half Pans, each....\$0.12

Alizarin Crimson	Crimson Lake	Scarlet Lake
Brown Madder	Indian Yellow	Scarlet Vermilion
Carmine Lake	Orange Vermilion	Sepia
Cerulean Blue	Purple Lake	Warm Sepia

Whole Pans, each....\$0.45 Half Pans, each....\$0.25

Cadmium Yellow, Pale	Cadmium Orange	French Blue
Cadmium Yellow	Cobalt Blue	Viridian
	Cobalt Green	

Whole Pans, each....\$0.60 Half Pans, each....\$0.30

Carmine	Madder Carmine	Rose Madder
	Pink Madder	

Whole Pans, each....\$1.00 Half Pans, each....\$0.50

Small	Ultramarine Ash	
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Whole Pans, each....\$1.40 Half Pans, each....\$0.70

"School" Moist Water Colors



In Half Pans.

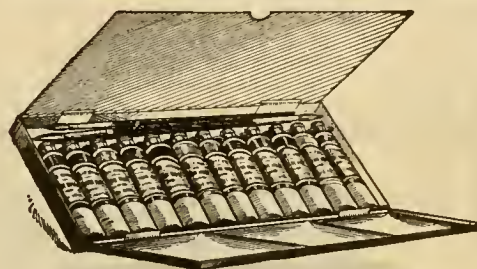
Burnt Sienna	Gamboge	New Green	Vandyke Brown
Charcoal Grey	Ivory Black	Orange	Vermilion
Chinese White	Light Red	Prussian Blue	Violet
Crimson	New Blue	Sepia	Yellow Ochre

Each.....\$0.06 per dozen.....\$0.60

Silver, Gold

Each.....\$0.15 per dozen.....\$1.20

"Academic" Water Color Box



No. F

Twelve tubes—Burnt Sienna, Orange, Gamboge, New Blue, New Green, Violet, Sepia, Alizarin Crimson, Yellow Ochre, Prussian Blue, Black, White and three brushes, each, \$1.50.

Permanent Chinese White



SMALL TUBE.

	Dozen	Each
Bottles	\$3.00	\$0.25
Jars	3.00	.25
Small Tubes...	1.50	.15
Large Tubes...	3.00	.25

Higgins' American Drawing Inks. Blacks and Colors, Waterproof.

Blue, Brown, Brick Red, Carmine, Green, Indigo, Orange, Scarlet, Vermilion, Violet, Yellow, Black.

¾ ounce bottles, each.....	\$0.25
¾ ounce bottles, per dozen	2.75
½ pint bottles, each.....	2.00



Higgins' Special Adhesives

In Glass Jars

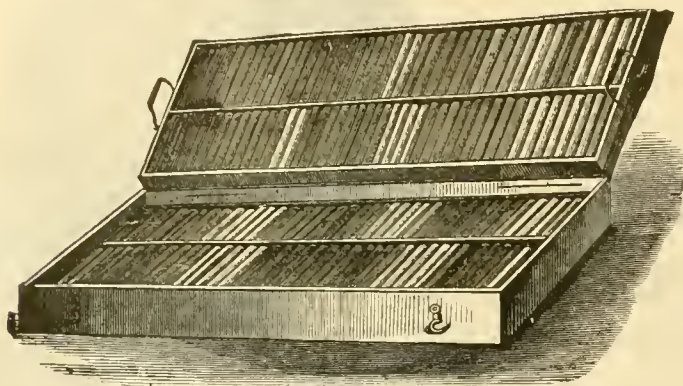
	Each	Dozen
Photo Mounter, 3 oz.....	\$0.20	\$1.80
" " 6 ".....	.40	3.00
Drawing Board Mucilage, 3 oz.....	.20	1.80
" " 6 ".....	.40	3.00

Winsor & Newton's Liquids and Preparations in Bottles

Asphaltum.....	Each, \$0.30
Carmine.....	" .30
Chinese White, Permanent.....	" .30
Gold Ink.....	" .30
Silver Ink.....	" .30
Indian Ink.....	" .30
Lamp Black.....	" .30
Prussian Blue.....	" .30
Sepia.....	" .30
Vermilion.....	" .30
Albanine, a pure photographic white.....	" .25
Process Black, a dead-black of great density.....	" .35
Albanine, a pure photographic white.....	Each, \$0.15 Per doz., 1.60
Process Black, a dead black of great density ".....	.15 " 1.60

EXTRA SOFT FRENCH PASTEL CRAYONS.

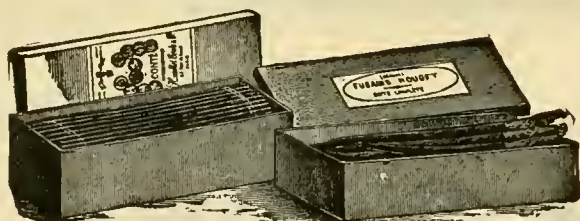
Each Crayon Wrapped in Tissue Paper.

**No. G.**

No. 2,	full size.....	134 crayons, assorted colors, per box,	\$4.00
No. 2½,	¾ size.....	90 crayons, assorted colors, per box,	3.25
No. 3,	½ size.....	64 crayons, assorted colors, per box,	2.25
No. 4,	¼ size extra.	56 crayons, assorted colors, per box,	1.50
No. 5,	¼ size.....	44 crayons, assorted colors, per box,	1.00
No. 6,	⅛ size.....	30 crayons, assorted colors, per box,	.60
No. 6,	⅛ size.....	30 crayons, white.....per box,	.60
No. 6,	⅛ size.....	30 crayons, black.....per box,	.60



	Per doz.	Per gross
Conte's Velvet Sauce Crayons, wrapped in foil in boxes of ¼ gross	\$0.75	\$8.00
Conte's Velvet Sauce Crayons, in vials.....	1.35	
Conte's Sepia Sauce Crayons, wrapped in foil, in boxes of ¼ gross .....	.75	8.00

FRENCH CHARCOAL.**No. J.**

First Quality, 6 inches long, in boxes of 50 sticks, by box....	\$0.15
Conte's Venetian in white and orange, boxes of 50 sticks, by box ..	.50

CRAYON PENCILS IN POLISHED CEDAR.

	Each	Per doz	Per gross		Each	Per doz	Per gross
Conte's No. 1, black, hard	\$0.05	\$0.60	\$ 6.50	Conte's No. 3, black, extra fine (soft)...	\$0.10	\$1.00	\$10.00
Conte's No. 2, black, medium .....	.05	.60	6.50	Conte's No. 3, black, extra fine (soft)...	.10	1.00	10.00

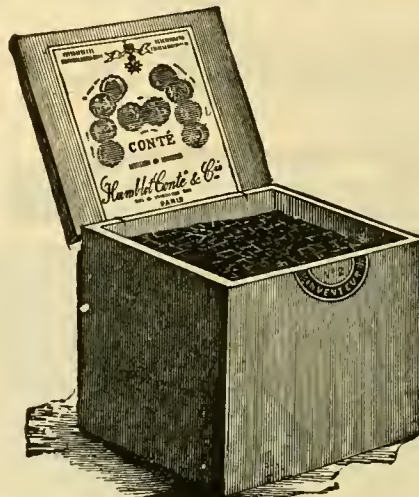
CRAYON HOLDERS.

Brass, 4 inches,	each, \$0.05	dozen, \$0.40	Brass, 5 inches	each, \$0.05	dozen, \$0.45
Brass, 6 inches	each, \$0.05	dozen, \$0.50			

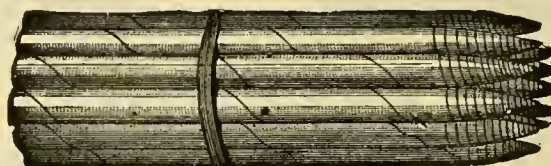
HARD PASTEL CRAYONS.

In Fancy Paper Boxes.

	First Quality.	Each	Per doz.
12 Assorted colors in box.	\$0.30	\$3.00	
18 Assorted colors in box.	.40	4.20	
24 Assorted colors in box.	.50	5.65	
30 Assorted colors in box.	.70	6.85	
36 Assorted colors in box.	.80	8.45	
48 Assorted colors in box.	1.00	11.25	
	Second Quality.	Each	Per doz.
6 Assorted colors in box.	\$0.08	\$0.75	
12 Assorted colors in box.	.12	1.20	
18 Assorted colors in box.	.15	1.50	
24 Assorted colors in box.	.20	2.00	
30 Assorted colors in box.	.25	2.50	
36 Assorted colors in box.	.30	3.00	

**CRAYONS AND CHALK.****No. H.**

	Per gross.	Per doz
Conte's Square Black Crayons, No. 1 hard.....	\$1.60	\$0.15
Conte's Square Black Crayons, No. 2 medium...	1.60	.15
Conte's Square Black Crayons, No. 3 soft.....	1.60	.15
Conte's Square White Crayons, No. 1, 2 or 3....	1.60	.15
Conte's Round Black Crayons Varnished.....	4.50	.42

TORTILLON STUMPS.

White, in gross packages, per gross.....	\$0.55
White, less than 1 gross, per dozen.....	.08
Gray, in gross packages, per gross.....	.50
Gray, less than 1 gross, per dozen.....	.08

Tin Palette Cups—Japanned



Single



Improved

Single, without cover, each, \$0.05. Per dozen, \$0.75.
Improved Palette Cup is made with a concave bottom and furnished with a cover, liquid-proof, for oils and varnishes, each, \$0.25. Per dozen, \$2.00.

Artists' Fine Palette and Painting Knives

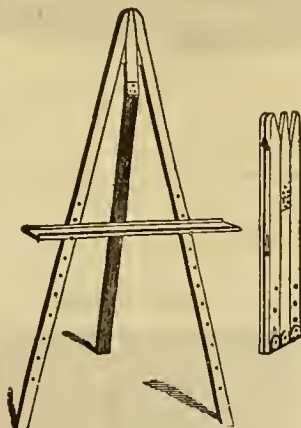


Best Steel

Each Per doz.

Steel, ebony handle, blade 3 and 3½ inches long, \$0.30 \$3.00
" " " " 4 inches long..... .30 3.00

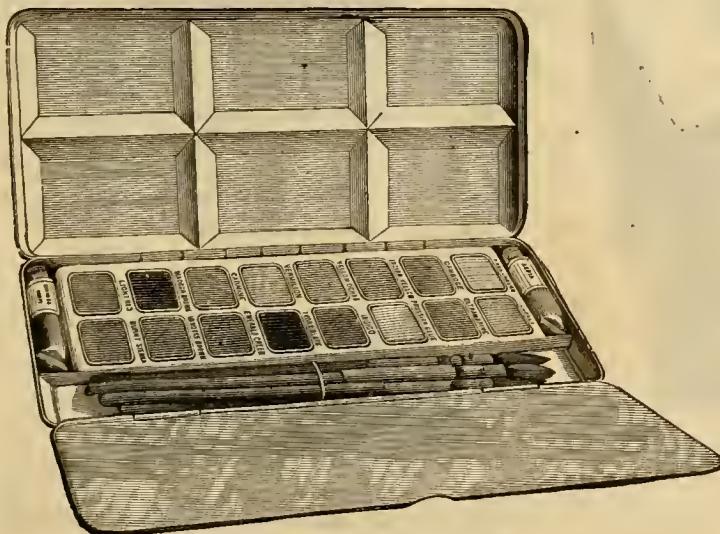
Easels



No. 1 Closing. No. 11 Folding.

No. 1 Pine, closing, 6 feet high, each.....\$0.65
No. 11 Folding sketching, whitewood, legs to turn,
4 ft. 6 in. high; folds to 29x3x1½ in each, 1.00

French Moist Water Colors in Japanned Tin Boxes



No. C The "Murillo"

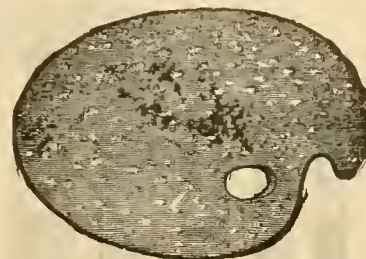
The "Murillo" Box size 3½x7½ inches, containing 16 Moist Colors in pans, Chinese White and Sepia in tubes, and brushes; flap and cover arranged as Palette, each, \$1.00. Per dozen, \$11.00.

Wooden Palettes

Made of Well-Seasoned Wood, Tapered and Finely Finished.



Oblong.

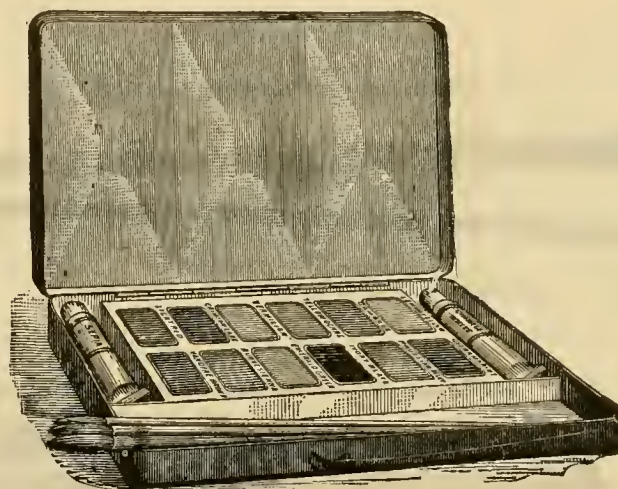


Oval

Oiled Mahogany

Oblong..9x5¼	10x7	11x8	12x8½	13x9	13½x9½	14x10 inch.
Each....\$0.15	\$0.20	\$0.20	\$0.25	\$0.30	\$0.30	\$0.35
Oval....8x6	9x6½	10x7	11x7¼	12x8½	13x9	14x10 inch.
Each....\$0.15	\$0.15	\$0.20	\$0.20	\$0.25	\$0.30	\$0.35

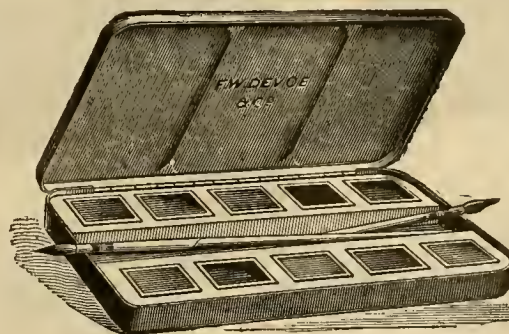
English Moist Water Colors, in Japanned Tin Boxes



No. D The "Murillo"—Small.

The "Murillo" Box—Small, size 3½x6½ inches, containing 12 Moist Colors in pans, tubes of Sepia and Chinese White and brushes, cover arranged as Palette, each, \$0.75. Per dozen, \$7.25.

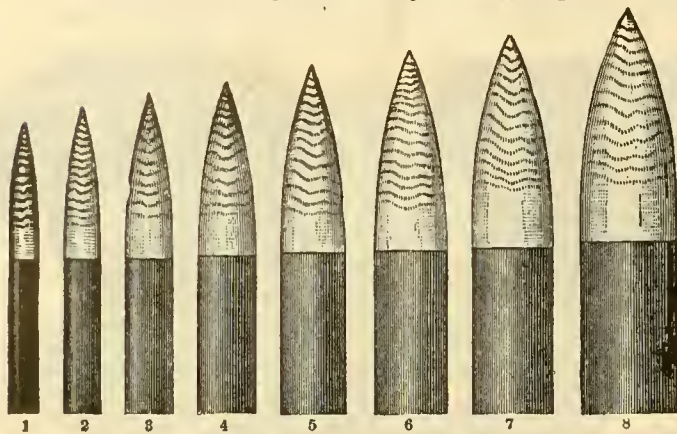
Moist Water Colors



No. E

No. E Twelve half Pans—Crimson, Orange, Gamboge, New Green, New Blue, Violet, Yellow Ochre, Chinese White, Burnt Sienna, Ivory Black, Vermilion, Prussian Blue, and Brushes, each, \$0.50. Per dozen, \$5.40.

French Stumps, for Crayon Shading.

Illustrations $\frac{3}{4}$ actual size.

Yellow Leather

No. 1 each	\$0.05
" 2 "	.06
" 3 "	.07
" 4 "	.08
" 5 "	.10
" 6 "	.12
" 7 "	.15
" 8 "	.18

Gray Paper

No. 1 each	\$0.02
" 2 "	.02
" 3 "	.03
" 4 "	.03
" 5 "	.04
" 6 "	.04
" 7 "	.05
" 8 "	.05

Atomizers (for blowing fixatif)



Japanned Tin, Folding

Japanned tin, folding. each, \$0.15. Per dozen, \$1.20

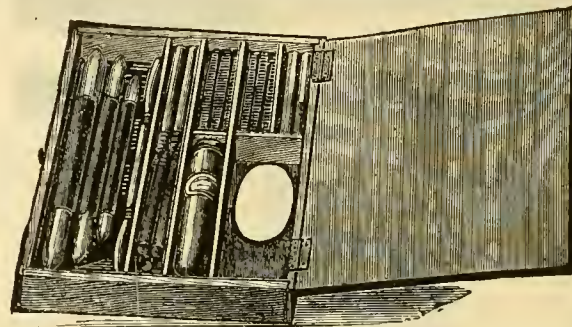
Rubber Stumps



Nigriivorine

Nigriivorine rubber stumps, small, each	\$0.05
" " " " medium, each	.06
" " " " large, each	.07
French Nigriivorine rubber stumps, small, each	.05
" " " " medium, each	.07
" " " " large, each	.10

Boxes of Crayon Materials



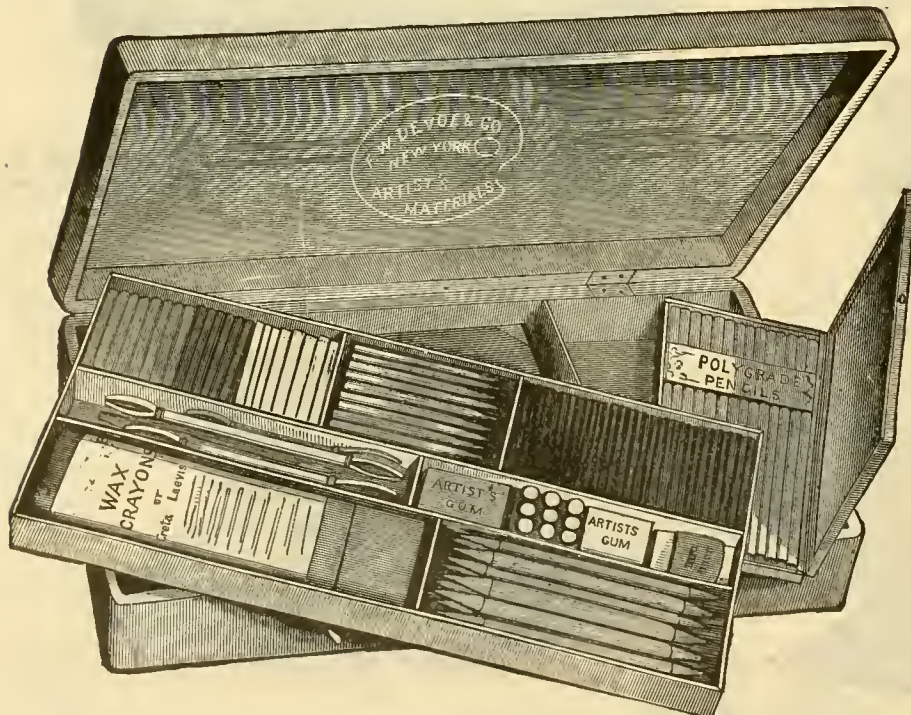
No. A Palette Crayon Box

The lid of the box is covered on the inside with Chamois Leather for stamping, and the thumb hole is so arranged as to allow the box being held on the hand. Weight about 8 ounces.

Palette Crayon Bnx. Containing square black crayons, white crayons, velour sauce crayons, Leather and paper stumps, Tortillon stumps and porte crayon.

Complete, each \$1.00

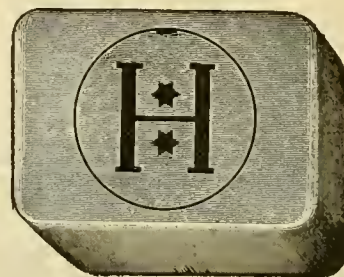
Boxes of Crayon Materials—Continued



No. 1

No. 1 Small, $6\frac{1}{2} \times 9\frac{1}{4}$ inches and $1\frac{1}{4}$ inches deep, fitted. Containing white, black and red square crayons, sauce crayons, colored crayons, Conté's black crayon pencils, charcoal, paper, leather and rubber stumps, thumb tacks, porte crayon, crayon pointer, bevel rubber, crayon paper and studies.
Each \$2.00

India Rubber



Hardtmuth's Pink "Pliable" Rubber

This rubber is soft and pliable, and will erase pencil marks easily without injury to tracing paper or other delicate material.

Each \$0.05

L. & C. Hardtmuth's Pliable Pink and Gray Rubber

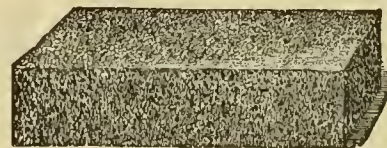
60 pieces to the pound	Each, \$0.05
20 " " "	.12
12 " " "	.20

Hardtmuth's Gray "Pliable" Rubber

This rubber is softer than the pink, and will be found invaluable for cleaning drawings, engravings, etc.

Each \$0.05

Rubber for Cleaning Drawings

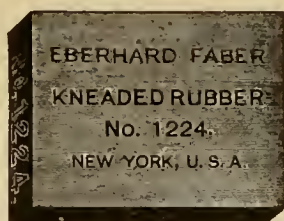


Black Sponge Rubber

Solid back. A very superior quality, firm, does not crumble or harden.

1 x2x1 inches, each	\$0.15
1½x2x1 " " "	.25
3 x2x1 " " "	.45
4 x3x1 " " "	.85
Moulded $\frac{5}{8} \times 1\frac{1}{4} \times 2\frac{1}{4}$ inches, each	.30

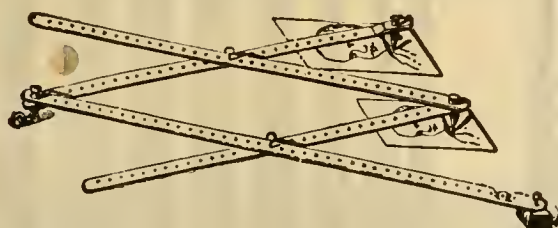
E. FABER'S KNEADED PENCIL RUBBER



This is a plastic rubber, unexcelled for erasing pencil marks and cleaning drawings. Each piece of rubber separately wrapped in paper.

No. 1222, Kneaded Rubber, small, each.....\$0. 5
No. 1224, Kneaded Rubber, large, each..... .10

NEW PANTOGRAPHS



No. 3.

These instruments enlarge or reduce portraits, landscapes, figures, machinery, mathematical or architectural drawings, etc. Their accuracy in work and finish is superior to any instrument in the market selling for three times their price.

They consist of four wooden arms, moving on two center pivots. Attached to one of them is a block that fastens to the drawing board and remains stationary. The four arms of Nos. 1, 2, 3 and 4 have each forty-nine holes, at graduated distances, numbered from one to forty-nine, with a graduated scale from one-eighth of a size to seven sizes (or eight times larger) on one of them, showing the proportion that each number on the scale will reduce or enlarge the picture.

When you wish to enlarge, look on the scale for the number denoting the required enlargement, and the number opposite; then adjust the four arms together, all the same number, by shifting the steel screws.

Drawings are reduced in the same manner, by changing the Tracing-Point and Pencil-Holder.

- No. 1—Heavily mounted, with nickel-plated Elbow-Joint Wheel, Pencil-Holder and exchangeable point; finely polished black figures. In box.....Each, \$2.50
- No. 2—Brass mounted, with brass Elbow-Joint Wheel, Pencil-Holder and movable point; polished black figures. In box.....Each, 2.00
- No. 3—Brass mounted, same as No. 2 in every respect, except that it is not polished. In box.....Each, 1.50
- No. 4—Brass mounted, same as No. 3, except with movable point instead of wheel. In box.....Each, 1.00
- No. 5—Has very neat and substantial trimmings, clean-cut figures—a finely finished and satisfactory instrument. In box.....Each, .50
- No. 1850, Black Walnut, simple.....Each, .20

TRACING PAPERS

French, Vegetable, Extra Fine—in sheets

No. 4790, Tellere13 x 17 inchesBy sheet .05 By quire, \$0.65
No. 4792, Ecu15 x 20 " " " .06 " 1.00
No. 4794, Grand Raisin.....19 x 24 " " " .08 " 1.65

The "Students," Sketch Book

White paper, stiff canvas covers, stamped on cover "sketches,"

4 x 7 inches.....Each, \$0.25 8 x 10 "40
5½ x 8 "30 9 x 11 "50
6 x 9 "35 10 x 14 "65

Portfolios

School.—Cloth backs and corners, paper sides.

11 x 16 inches.....Each, \$0.55 19 x 25 inches.....Each, \$0.90
16 x 22 "80



No. 111

No. 111 E. Faber's Emerald Pencil Rubber, small, each, \$0.06. Per dozen, \$0.60

THUMB TACKS

"Government" Thumb Tacks

These tacks are made by a new method, which insures indestructibility; the points will not push through the heads, nor pull out.



Brass—Rounded Heads

One dozen on cork, in half gross boxes.

No. 851, ¾ in. diameterBy dozen, \$0.08 By gross, \$1.00
No. 852, ½ " "10 " 1.10
No. 853, ¼ " "15 " 1.25

"Silver Steel" Thumb Tacks

These Tacks are made on the same principle as the "Government," which insures indestructibility; the points will not push through the heads, nor pull out.

Round Heads, Loose

100 in box, with lifter.

No. 871, ¾ in. diameterBy box, \$.35
No. 872, 7-16 " " " .45
No. 873, 9-16 " " " .55

Whatman's Drawing Papers

SELECTED PAPER.

EXPLANATION OF SURFACES: C. P.—"Cold-pressed"—or ordinary surface; having a slight grain. H. P.—"Hot-pressed"—or smooth surface. R.—"Rough"—or very coarse surface; of large and open grain.

Demy 15 x 20 inches C. P. and H. PBy Sheet \$0.06
Royal 19 x 24 " C. P., H. P. and R..... " .10
Imperial 22 x 30 " C. P., H. P. and R..... " .15

CHARCOAL PAPERS

French Ordinary—Royal 19 x 25 inches, 7 tints, and white, by sheet, \$0.05, By quire .60

FRENCH PASTEL PAPERS

Two tints. Warm grey and cold grey.

Royal, 19x25 inches, by sheet, \$0.25, by quire \$5.00

Pastel Boards

Superior quality—two surfaces.

No. 4.—Cool Grey, velvet finish. No. 6.—Buff, coarse grain.
22 x 28 inches, all numbersBy sheet, \$0.35

Whatman's Paper in Blocks.

5 x 7 inches.....Each, \$0.40 9 x 12 inches.....Each, \$0.90
7 x 10 "70 10 x 14 " 1.40

Keystone Drawing Blocks

For Schools—White Paper—32 sheets to the block.

5 x 7 inches.....Each, \$0.12 9 x 12 inches.....Each, \$0.30
6 x 9 "18 10 x 14 "40
7 x 10 "20

HAND BOOKS ON ART

Amateur Art; Painting Without a Teacher

Crayon Portraiture

Complete Instructions for Making Crayon Portraits on Crayon Paper and on Platinum, Silver and Bromide Enlargements. By J. A. Barhydt. Crayon Portraiture. Photographic Enlargements. Crayon Materials. The Specific use of Crayon Materials. Mounting Crayon Paper and Enlargements. Outlines—The Pantomograph. Crayon effects—The Four Methods of making Backgrounds. Free-hand Crayons and those made from Photographs. Filling in the Free-hand Crayon. Line Effect. Stipple Effect. Backgrounds—Stump Effect. Line Effect. Bromide Crayons. Finishing Bromide Enlargements. Monochromes. Framing. Passepout Mounting. Illustrated. Enlarged Edition. Paper Cover.

Each.....\$0.50

Composition Plaques. Prepared for Oil Paintings

Plain, Round.					
6 inches, each.....\$0.18.	Per doz. ....\$1.80	14 inches, each.....\$0.60.	Per doz. ....\$5.60		
7 " " "......20.	" " ".....2.10	16 " " "......70.	" " ".....7.00		
8 " " "......25.	" " ".....2.50	18 " " ".....1.00.	" " ".....9.80		
10 " " "......35.	" " ".....3.20	20 " " ".....1.50.	" " ".....15.00		
12 " " "......55.	" " ".....4.20				



1 2 3 4 5 6 7 8 9 10 11 12

Illustration $\frac{3}{4}$ actual size.

Artists' Red Sable Brushes, For Oil Painting, Fine Lines.

Round and flat—polished cedar handles, nickel-plated ferrules.	
No. 1 each.....\$0.08	No. 7 each.....\$0.18
" 2 "......09	" 8 "......20
" 3 "......10	" 9 "......23
" 4 "......11	" 10 "......27
" 5 "......12	" 11 "......30
" 6 "......15	" 12 "......35



0 1 2 3 4 5 6 7

Illustration $\frac{3}{4}$ actual size.

Red Sable Brushes. French Water Color Painting.

Round and flat—black, polished handles, nickel-plated ferrules.

No. 0, each	
" 1 ".....\$0.10	
" 2 "......10	
" 3 "......15	
" 4 "......20	
" 5 "......25	
" 6 "......35	
" 7 "......45	
" 8 "......50	

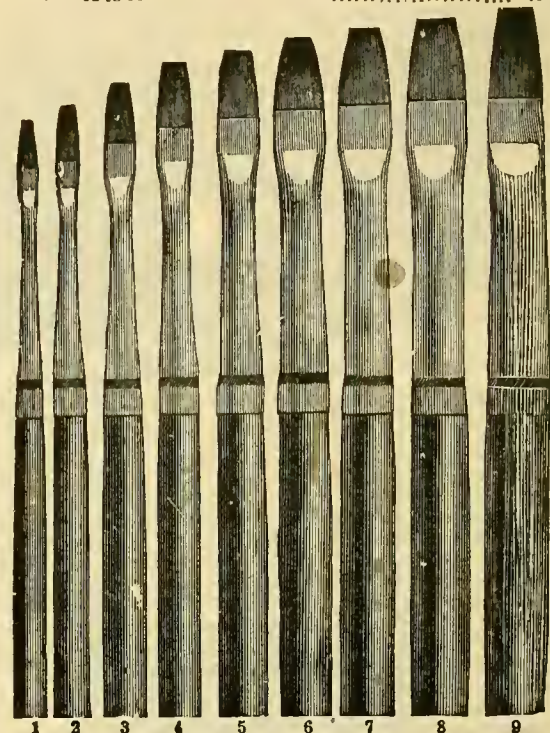
Amateur Art; Painting Without a Teacher

It teaches Landscapes and Flower Painting in Oil and Water Colors, Cameo Oil Painting, China Painting, Transferring Photographs and Prints to Glass, Coloring Photographs in Oil and Water Colors, Painting on Velvet, Kensington Painting, Painting on Silk, Satin, Plush, Wood and Glass, Crayon Portraiture, Charcoal Drawing, Repoussé (Hammered Brass) Work, Lustre Painting, Modeling in Clay, Pottery Painting, etc. It contains a reliable and carefully prepared table for mixing colors. 4to, boards. By Henry Clarise.

Each.....\$1.00

Gilt Plaque Hangers, with Chains

No. 1 for 5 to 7 inches Plaque, each. ....\$0.20	
" 2 " 7 to 10 " " "......25	
" 3 " 8 to 12 " " "......30	
" 4 " 11 to 15 " " "......35	
" 5 " 12 to 18 " " "......40	

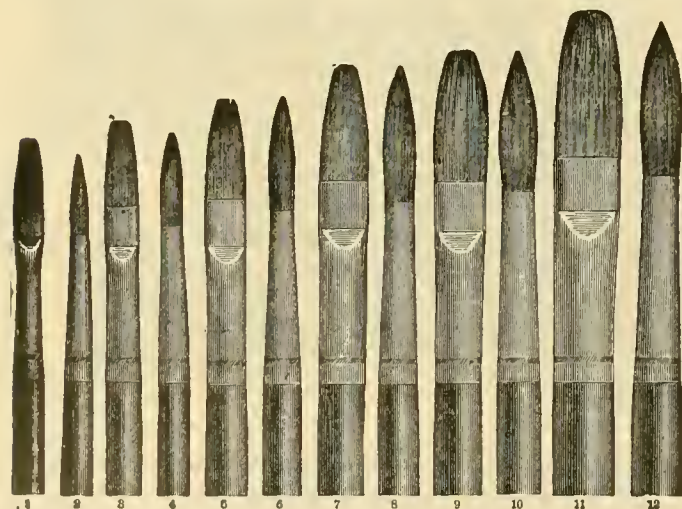


1 2 3 4 5 6 7 8 9

Illustration $\frac{3}{4}$ actual size.

Artists' Red Sable Brushes—"Bright's" For Oil Painting—Firm, Square Touching, and General Landscape Work.

Polished cedar handles, nickel-plated ferrules.	
No. 1, each.....\$0.09	No. 6, each.....\$0.22
" 2 "......10	" 7 "......25
" 3 "......12	" 8 "......30
" 4 "......14	" 9 "......35
" 5 "......18	



1 2 3 4 5 6 7 8 9 10 11 12

Illustration $\frac{3}{4}$ actual size.

Artists' Bristle Brushes—"English"

For Oil Painting.

Round and flat—Red, polished handles, tin ferrules.

No. 1 each.....\$0.06		No. 7 each.....\$0.08	
" 2 "......06	" 8 "......08	" 9 "......08	
" 3 "......06	" 10 "......10	" 11 "......10	
" 4 "......07	" 12 "......10		
" 5 "......07			
" 6 "......07			

Camel Hair Brushes—"Extra"

For Water Color Painting.

Round and flat—red, polished handles, tin ferrules

No. 1 each.....\$0.05		No. 4 each.....\$0.08	
" 2 "......05	" 5 "......09	" 6 "......10	
" 3 "......06			



NEW "JUPITER" OUTFITS FOR PYROGRAPHY, WITH
PATENTED "JUPITER" POINTS.

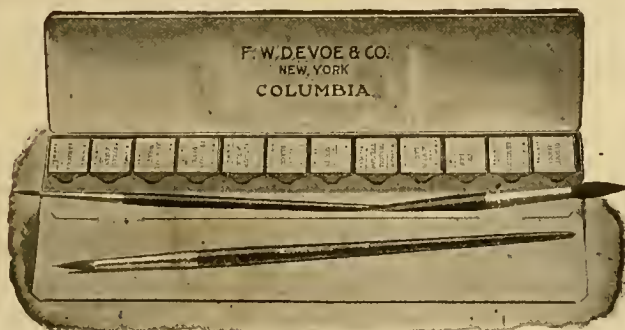
- Set No. 50 Consists of White Wood Box, size $7\frac{1}{2} \times 4\frac{1}{2} \times 4\frac{3}{8}$ inches, which can be used for decoration.
Cork Covered Metal Handle, "Jupiter" Platinum Point, Gasoline Bottle, Metal Union, Special Rubber Bellows with Short Hose, Black Rubber Tubing, Alcohol Lamp and Book of Instructions.....Price, \$2.25
- Set No. 52 Same as Set No. 50 with Medium Rubber Bellows No. 4 and Long Hose.....Price, 2.50
- Set No. 54 Same as Set No. 50 with Large Rubber Bellows No. 5 and Long Hose.....Price, 2.75
- Set No. 56 Same as Set No. 50 with Extra Large Rubber Bellows No. 7 and Long Hose.....Price, 3.25
- Outfits fitted with Swivel Handle, 15c extra.
Outfits fitted with Safety Bottle Holder, 30c extra.

New Patented "Jupiter" Points.

CurvedEach \$1.00

THE "COLUMBIA."

Box of F. W. Devoe & Co.'s "High-Grade" Moist Water Colors, in Half Pans.



12 colors and 3 sable and camel-hair brushes in Japanned tin box, complete, each.....\$2.25

INDIA INK.



No. 3103.

No. 3103. Super, Lion Head, round, gilt, 64 to lb....By stick, \$0.08

No. 3104.

No. 3104. Super, Lion Head, oval, plain, 40 to lb....By stick, \$0.12

D. & R. WHITE INK.

For use on Black and Dark Shades of Bristol Board and Paper.



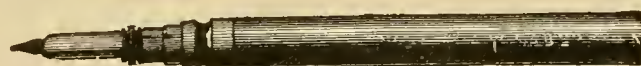
	Each.	Doz.
Small size....	\$0.12	\$1.25
	Each.	Doz.
Large size....	\$0.30	\$3.00

AUTOMATIC SHADING INKS.

Purple, Brown, Red, Green, Blue and Yellow.

No. 3933. Assorted colors, each, per bottle..\$0.30 By dozen..\$3.00

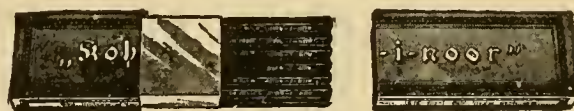
CRAYONS IN TUBULAR SCREW-POINTED HOLDERS.



Per doz.

- A. W. Faber's Crayons, Black, in Tubular Screw-Pointed Holders; Nos. 1, 2 or 3. Each, 40c\$3.75
- Hardtmuth's Crayons, Black, in Tubular Screw-Pointed Holders; No. 1, very soft and very black; No. 2, soft and black; No. 3, medium; No. 4, hard; No. 5, very hard. Each, 40c..3.75

"KOH-I-NOOR" PENCILS.



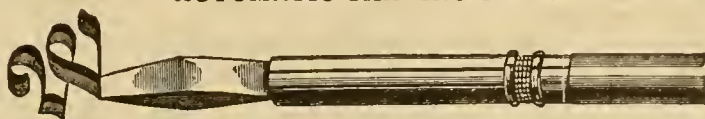
"Koh-i-noor" Drawing Pencils in 17 degrees.

"Koh-i-noor" Copying Ink Pencils, Violet Ink only.

Each. Per doz.

- No. 1500. "Koh-i-noor" Drawing Pencils, hexagon,
9H, 8H, 7H, 6H, 5H, 4H, 3H, 2H, H, F, HB, B, 2B, 3B. \$0.10 \$1.00
- 4B12 1.15
- 5B, 6B15 1.40

AUTOMATIC SHADING PENS.



No. 3930.

- No. 3930. Set of Six Pens, assorted sizes, with specimen Alphabets..... By set, \$1.50
- No. 3931. Assorted sizes, Nos. 0, 1, 2, 3, 4, 5, 6.....By doz. 3.00
- Assorted sizes, Nos. 7, 8 and 9.....By doz. 4.20

See complete Outfit on page 29.

We Furnish the Money

Our capital is large enough to divide with honest men. We furnish all the means needed to carry on a successful picture business. You can become our agent and do a big business without putting one cent of your own money into it, except your personal expenses. Think of doing a large and successful business without capital. This is being done daily by hundreds and there is room for more. **We need you.** Our capital and goods are at your disposal. Shall we help you? If so, read carefully.

How We Help Honest Men

No honest man need remain idle or employed at any business not paying good wages. Our plan offers all a **helping hand**, and is as follows:

To those who wish to go into the picture business or are already in it, we will ship goods (art goods shown in this catalogue) on 30 days' time, or as some say, "on 30 days' credit."

You have 30 days for delivery and collection before paying the bill. In another sense we furnish the goods, permitting 30 days in which to make deliveries and collections before paying for them. You collect enough to pay us and yourself, keeping your profit, and sending us the wholesale price of the goods alone.

How This Plan Works

You need samples before sales can be made. These are furnished free when you work on this plan, called "Letter of Credit" plan. After securing orders amounting to any sum we ship the goods by freight or express on 30 days' credit and you deliver them to the people, collecting the retail price. Pay your bill in 30 days and keep the balance for your time and trouble.

What You Must Do

The "Letter of Credit" on opposite side of this sheet is a sample form, showing how to sign, etc. We will send one with your name filled in, if you desire, instead of W. E. Brown's.

After receiving a "Letter of Credit" made in your name, sign on the line No. 3 and get two good men, farmers, merchants,

bankers or anyone who has property worth \$1,000 over debts and state exemptions, to sign with you, one on line No. 1 and the other on line No. 2.

This is all there is to it. We then ship goods in quantities to suit you. You can have Letter made for any sum. We recommend \$200.00 for a small business. This is a question that you can settle for yourself.

Not a Reflection

It's not a reflection on one's honest to give a "Letter of Credit." It is done in all lines of business. The United States Government puts every Postmaster under bond and all others employed in its service; the Express and Railroad Companies bond all employees who have trusted positions; banks and all business houses do the same. So you see it's only business, and not a reflection upon one's honesty, or standing. None but honest men can give bonds; none but good men, those trusted and respected by friends and neighbors can have a "Letter of Credit" signed. So it's an honor to be able to give a "Letter of Credit" and at once puts one into good company.

Nearly All Business Done on Time

The world's business is done on credit. The best merchants, wholesale and retail, buy goods on time, selling them before paying their bills. Some of the richest men in the world received their start by being able to buy on time, giving them an opportunity to sell and collect before paying for the goods.

Now then, we would strongly urge that you enter the picture business at once, unless employed at good wages, with very bright prospects, and which pays not less than \$100.00 a month above all expenses.

Bank References

See letter from bank on inside cover page. We are able and willing to help all honest men. Others helped us; that's why we want to help you.

Agents Need No License to Canvass

Book of Protection, 25c.

No agent is required to pay license or taxes or any money for any right or privilege in any state, town, village or county in the United States. If any officer, any where, under any circumstances attempts to collect a fee of any description for any purposes of a solicitor or canvassing agent, provided that agent is taking orders from sample for future delivery, he does so in direct violation of the inter-state commerce law of the United States.

What the Supreme Court of the United States Has Decided

Decision after decision has been handed down from the highest authority in the land showing that any attempt to collect fees or taxes, occupation taxes, permits, or money for any purposes from agents for soliciting or taking orders for Portraits for future delivery is unlawful regardless of what the city, town or county officials might say and regardless of any law or ordinance passed by local authorities. If you want to pay such outrageous and unlawful charges, that is your business and privilege, but if you are an American citizen with that fire and vim that called this grand Republic into existence, then you will refuse to pay tribute to these loafing, insignificant, tobacco soaked, half-starved officers and demand your rights which the constitution of this broad land guarantees to all citizens.

The Vampire That Sucks Innocent Life Blood

The writer visited a Tennessee town where a little 2x4 mayor or marshall was forcing a poor, innocent, hard-working girl who was endeavoring to make an honest living for herself and invalid

mother by soliciting orders for enlarged portraits, to pay him fees or license each quarter or each three months. The girl had no other means of making a living and had chosen the noble calling of a solicitor to support herself and mother. This half-starved official collected his "coffee" money each month, and boasted that he allowed no d...d agent to solicit orders until he got his fees. Now what do you think of such a brute as that?

We Have Cleared the Way

We have gathered together at much expense, time and money, all of the latest Supreme Court decisions bearing upon the Portrait business, or which relates to soliciting agents, have bound them together in book form making a volume of eighty pages, four by nine, well bound, well printed and conveniently arranged. You can win your own case, or prevent arrest or secure a release if arrested; obtain judgment if falsely arrested, against the city officials who caused the arrest by the use of this mighty book. It tells you how to proceed from start to finish, if these petty officials undertake to interfere or molest or debar you from the lawful pursuit of your calling. The book when shown to these meddlesome beings is a terror, and has in more cases than one been the means of immediate release and an apology on the part of the officer making the arrest. The book is worth its weight in gold, and if after you have read it over and defended yourself a few times you decide that it is not worth at least \$5.00 we will gratefully make you a present of it.

The Price is Only Twenty-five Cents

You may remit in stamps, postal money order, or any other convenient form, and the book will be sent by mail postpaid. If dissatisfied mail back to us and we will refund your money.

SAMPLE COPY

This page shows sample of "Letter of Credit" furnished when desired. If you wish to work upon a "letter of credit plan," your name will be inserted instead of Brown's.

Do not use this page; write for "Letter of Credit."

Town.....Crockett,.....State.....Texas,.....
.....Jan. 25, 1904.....

CONSOLIDATED PORTRAIT & FRAME CO.

PORTRAITS AND
PICTURE FRAMES

290-292-294 WEST ADAMS STREET, CHICAGO

GENTLEMEN:—

Should.....W. E. Brownorder goods of you at one or several times within the next twelve months from date of this letter of credit, we jointly and severally request that you ship such goods tohis....order, allowing credit of thirty days from date of shipment, and if saidW. E. Brown.....shall fail to pay for such goods within thirty days after date of shipment we agree to pay for said goods at the price you charged him for same ; provided our responsibility shall not exceedTwo Hundred.....Dollars.

We waive all notice to us of shipments made to said.....W. E. Brown.....on the faith of this letter of credit as well as notice that ...he..failed to pay for such goods, and in case the collection of the amount due to you by virtue of the credit you extended to said.....W. E. Brown.....
.....by virtue of this letter of credit is enforced by suit, we agree to pay all court costs, attorneys' fees, and the attorneys' fees may be included with the judgment.

For the purpose of enabling the said.....W. E. Brown.....to obtain credit from your house, we represent that we are worth not less than....One Thousand.....Dollars, over and above all exemptions, liabilities and obligations of all kinds which we now have.

Dated.....Jan. 25, 1904.....

No. 1. Signer's Name.....Joe Doe.....

No. 2. Signer's Name.....Bill Johnson.....

P. O.....Crockett.....

P. O.....Crockett.....

State.....Texas.....

State.....Texas.....

Occupation.....Farmer.....

Occupation.....Merchant.....

No. 3. Party in whose favor this letter of credit is made. Sign here.....W. E. Brown.....

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1003	184	1232	186	1379	131	1494	152	1658	150
1004	184	1233	186	1380	131	1495	152	1660	194
1005	184	1233½	186	1381	131	1498	153	1664	144
1006	184	1235	187	1382	132	1504	153	1665	144
1007	184	1235½	186	1383	132	1508	153	1666	142
1008	184	1236½	186	1384	132	1509	153	1666	144
1009	184	1237	186	1385	132	1510½	153	1667	144
1013	184	1238	185	1386	132	1511	153	1668	144
1014	172	1239	185	1387	132	1514	154	1670	144
1015	172	1240	185	1388	132	1516	154	1671	144
1016	172	1241	185	1389	132	1517	154	1672½	144
1016	172	1242	185	1390	132	1518	154	1685	145
1018	172	1243	185	1391	133	1520½	154	1687	145
1019	172	1244	185	1392	133	1521½	154	1688	145
1020	172	1245	185	1393	133	1523½	153	1689	145
1021	172	1246	185	1394	133	1524	154	1690	145
1024	176	1247	185	1395	133	1525	156	1691	146
1025	176	1248	185	1396	133	1526	152	1694	146
1026	176	1249	185	1397	133	1530	155	1695	146
1026½	176	1250	185	1399	133	1532	155	1696	146
1028	176	1251	185	1400	134	1533	155	1698½	146
1029	176	1252	185	1401	134	1534	155	1699	146
1031	176	1253	185	1402	134	1535	155	1700	147
1032	176	1254	185	1403	134	1537	155	1701	147
1033	176	1255	185	1404	134	1538	155	1702	147
1046	188	1270	187	1405	134	1540	156	1703	147
1048	188	1271	187	1406	134	1541	156	1704	147
1048	188	1272	187	1407	134	1548	156	1705	147
1049	188	1273	187	1408	134	1549	157	1706	147
1050	188	1274	187	1409	134	1550	157	1706½	147
1051	188	1275	187	1410	135	1551	157	1707	147
1052	188	1276	187	1412½	135	1552	157	1708	148
1053	188	1277	187	1412	135	1553	157	1709	148
1054	188	1279	187	1413	135	1554	157	1709	148
1055	188	1282	173	1413½	135	1555	157	1710	148
1056	188	1283	173	1414	135	1557	157	1711	148
1057	188	1284	173	1415	135	1562	154	1712	148
1058	188	1285	173	1415½	135	1564	155	1713	148
1059	188	1286	173	1416	135	1567	143	1714	148
1060	188	1287	173	1417	135	1568	143	1716	148
1061	188	1292	167	1418	135	1569	143	1717	149
1062	188	1292	168	1419	163	1570	143	1718	149
1063	188	1295	168	1420	163	1571	143	1719	149
1064	188	1295	167	1421	163	1572	143	1720	149
1065	188	1297	176	1422	163	1573	143	1722	149
1066	188	1298	176	1423	163	1574	143	1723	149
1067	188	1301½	174	1425	163	1575	143	1724	149
1068	188	1302	174	1426	163	1576	137	1729	149
1069	188	1303	174	1427	163	1577	137	1735	145
1074	167	1304	174	1428	167	1578	137	1736	146
1074	171	1305½	174	1429	167	1579	137	1738	146
1075	167	1306½	174	1430	167	1580	137	1739	148
1075	171	1307	175	1431	167	1581	137	1823	136
1078	170	1308	175	1434	153	1582	137	1824	155
1079	170	1309	175	1435	167	1583	137	1825	156
1081	170	1310	175	1436	167	1584	137	1826	156
1083	170	1311	175	1437	167	1587	136	1827	153
1084	170	1312	174	1438	167	1588	136	1828	154
1086	170	1313½	174	1439	167	1589	136	1850	159
1087½	170	1314	175	1439	167	1590	136	1851	159
1088	171	1315	175	1440	168	1591	136	1852	159
1089	171	1316	175	1440	167	1593	136	1853	159
1090	171	1317	180	1441	131	1594	138	1854	159
1091	171	1318	180	1442	131	1595½	138	1855	159
1092	171	1319	180	1441	168	1596	138	1856	159
1093	171	1321	180	1442	168	1597½	138	1857	159
1094	171	1325	183	1443	164	1598	138	1858	159
1095	171	1326	183	1444	164	1599	138	1859	160
1096	171	1326½	182	1445	164	1600	138	1860	160
1097	171	1327	183	1446	156	1601	138	1861	160
1098	171	1328	183	1447	164	1602	138	1862	160
1099	171	1328½	182	1448	164	1603	139	1863	160
1118	169	1330	182	1449	164	1604	139	1864	160
1119	169	1331	183	1450	164	1604	140	1865	160
1120	169	1332	182	1451	165	1607	136	1866	160
1121	169	1334	182	1452	165	1608	140	1867	160
1122	169	1335	182	1453	165	1610	142	1868	162
1123	169	1336	183	1453	165	1611	141	1869	162
1124	169	1338	180	1454	165	1612	139	1870	162
1125	169	1339	180	1455	165	1614	139	1871	162
1126	169	1340	181	1456	165	1615	139	1872	162
1127	169	1341	181	1457	165	1616	139	1873	162
1188	186	1342	181	1458	165	1617	139	1873	162
1190	187	1343	181	1459	166	1618	139	1874	162
1190	187	1345	181	1460	166	1619	139	1875	162
1191	187	1346	181	1461	166	1620	140	1876	162
1192	187	1347	179	1462	166	1621	140	1877	161
1193	187	1348	178	1462	166	1622	140	1878	161
1194	187	1349	177	1463	166	1623	140	1879	161
1195	187	1350	177	1464	166	1624	140	1880	161
1196	187	1351	177	1465	166	1626	140	1881	161
1197	187	1352	178	1466	166	1627	140	1882	161
1198	187	1353	177	1467	166	1628	140	1883	161
1199	187	1354	178	1468	166	1630	141	1884	161
1200	187	1355	177	1469	158	1631	141	1885	161
1202	187	1356	178	1472	158	1632	141	1886	150
1204	187	1357	178	1473	158	1634	141	1887	150
1205	186	1358½	179	1474	158	1635	141	1888	150
1206	186	1359	178	1475	158	1636	141	1889	150
1207	187	1360	179	1476	158	1637	141	1890	150
1209	186	1361	179	1477	151	1638	141	1891	150
1210	186	1362	179	1478	151	1639	142	1892	158
1212	187	1363	179	1479	151	1640	142	1893	135a
1213	186	1364	130	1480	151	1641	142	1894	135a
1218	186	1365	130	1481	151	1641½	142	1895	135a
1219	186	1366	130	1482	151	1642	142	1896	135a
1220	186	1367	130	1483	151	1643	142	1897	135a
1221	186	1368	130	1484	151	1646	142	1898	135a
1221½	186	1369	130	1485	151	1650	136	1899	135a
1222	186	1370	130	1486	152	1651	150	1900	135a
1225	186	1371	130	1487	152	1652	149	1901	135a
1226	186	1374	131	1488	152	1653	150		
1228	186	1375	131	1490	152	1654	145		
1229	186	1376	131			1655	145		

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